More About Loan Sharks

Largest Circulation of Any Canadian Financial Paper

THE FINANCIAL POST

The Canadian Newspaper for Business Men and Investors

Canadian Mining News Department Page 20

Vol. XXIV Member of Audit Bureau of Circulations PUBLICATION OFFICE: TORONTO, OCTOBER 24, 1931 10c a Copy; $5.00 a Year No. 43

The Nation's Business

Segregation for Non-Railway Properties?
Gold Premium Should be Continued
Foolish to Suggest Union Government

Non-Productive Railway Assets

TENS of millions of dollars of non-productive assets are carried in the balance sheets of the Canadian National Railway System and the Canadian Pacific Railway Co. Broadly speaking, these assets have been capitalized. With little or no return on a large part of their non-railway assets the railways have had to look to railway operations to pay the carrying charges on the securities issued and represented by these non-productive items.

At such a time as this, when the whole structure of the Canadian railway system is being studied with closer attention than ever before, these non-productive assets should come in for serious consideration.

In the near future the Dominion Government will appoint a commission to examine the affairs of the railway and to report to the Government a plan for effecting an improvement in finances and operations. Such an investigation must necessarily take into account, among other major factors, these non-productive assets.

* * *

IT IS possible that the proposed commission will take under consideration the feasibility of segregating railway assets so that tariff schedules can be based upon the actual investment in equipment, railway and structures, and not upon capitalized non-productive assets.

Users of the railways are not willing to pay increased tariffs to implement present revenues in order to pay the carrying charges on the capital represented by these assets.

Once before it was considered that the non-railway assets would be taken out of the railway balance sheets, the whole to be taken up by separate companies. The plan did not make headway but, with a change in conditions, such a step may now be taken.

In another column will be found a lengthy article on the railway situation, dealing more particularly with the outside interests of the railways. The facts presented therein are enlightening and of pertinent interest in view of the coming establishment of a Royal Commission to investigate the Canadian railway situation.

* * *

Mines Are Entitled to Gold Premium

PREMIER R. B. BENNETT'S announcement on October 19 that gold may be exported only under license from the Minister of Finance, and that this export privilege will be confined to the chartered banks in Canada, has aroused some anxiety among producers lest the premium now paid for gold shipped to Ottawa should be abandoned. Ottawa despatches say the premium will be paid but no public announcement has been made officially. The premium hitherto paid to the producer has been based on the average exchange rate of the United States dollar in Canadian dollars on the day the gold is received, the day previous and the day following.

To The Financial Post the anxiety expressed by some mining men seems baseless. It is almost inconceivable that a Canadian Premier would first shut off domestic producers of any kind from an available market and then force them, to sell to the Government at less than the price which could have been obtained by exporting. Gold producers have in the past decade repeatedly received premiums for their gold. They are entitled to the market price for their product. If by an embargo the government makes itself the only market it should still pay the outside market price and this, in the case of gold is $20.67123 per ounce in United States funds.

Canada's gold mines are doing a real service to the Dominion Government and to the Dominion today. By buying gold wherewith to meet Governmental obligations, Premier Bennett reduces his purchases of United States currency and therefore prevents further depreciation of the Canadian dollar. If he bought United States dollars direct that increased stress would add to the amount he would have to pay in all probability. It is therefore quite worth his while to buy gold at a premium than to pay what would probably be a greater premium to get United States dollars.

* * *

THIS advantage is in itself sufficient to explain the Government taking control of gold export. The need of gold to help in paying off maturing principal and interest from time to time also renders it wise for the Government to encourage by every means possible the bringing in of other gold producers. Hon. W. A. Gordon, minister of mines in the Bennett administration, well knows the impetus given by a premium payment to prospecting, to the opening up of mines whose costs ordinarily are about the same as the value of gold extracted, and to the increase of

(Continued on page 2, col. 3)

SEEK RULING TO RE-VALUE LIFE ASSETS

$500,000,000 of Securities Depend on Finlayson Decision

NEED SPECIAL ORDER

Companies Expect Relief in Making Up 1931 Statements Along Lines of U. S. Ruling

Thirty Canadian life insurance companies await eagerly the decision of Superintendent G. D. Finlayson as to how they are to be allowed to value their assets as at Dec. 31, 1931.

Two weeks ago it will be remembered, representatives of most of these companies waited on the Federal Superintendent of Insurance at Toronto and unanimously urged that he abandon the usual basis of December 31, valuation for stocks and bonds, and take instead some more reasonable figure such as the valuation adopted recently by the insurance commissioners of the United States. This called for a valuation as at the June 30, 1931, level of security prices because it was found that this figure approximated very closely the average price of securities on Sept. 1, 1931, and the four quarter dates preceding Sept. 1, namely, June 1, 1931; March 1, 1931; Jan. 1, 1931, and Sept. 1, 1930.

The need for such an adjustment is obvious for there seems little doubt that many companies which are otherwise in excellent condition would find their surplus nominally wiped out if they were forced to retain the arbitrary ruling of a December 31 valuation for millions of dollars worth of first-class bonds and stocks which have been cut momentarily to sacrifice levels by the drastic decline in security prices.

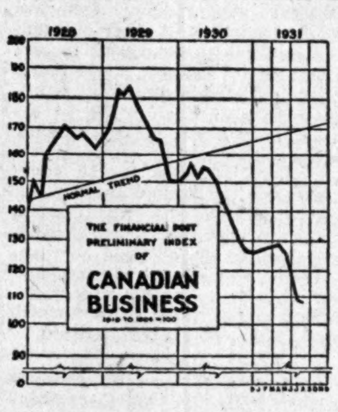
One difficulty that will have to be faced is said to be that Superintendent Finlayson, perhaps alone among the insurance superintendents and commissioners on this continent, cannot make such a change of his own volition but must turn to the head of his department, acting Finance Minister R. B. Bennett, and have necessary and enabling legislation passed which will authorize such a step being taken. In view of the wide powers granted at the last legislature to the government to meet the present emergency, there should be little difficulty in getting this done if a satisfactory basis of valuation can be arrived at.

$500,000,000 Affected

The vital importance of such a ruling as far as Canadian life insurance companies are concerned, may be realized when it is remembered that the value of securities that would be affected, amounted at the end of 1930 to something over half a billion dollars. It is also important to remember that the actual valuation of such securities is of nothing like the importance that it would be in the case of an ordinary commercial enterprise, for, in any one year, life insurance company disbursements take only two-thirds of total income and in the last ten years have taken less than 60 per cent of annual income, which means that life insurance investments do not have to be realized to carry on a successful business.

Another point in favor of making some adjustment in the 1931 valuations, is that if something of this nature is not done, it constitutes a discrimination against those companies which hold large quantities of farm and urban mortgages. Since there is no method of making an accurate monthly or annual appraisal of such securities, companies are allowed to put them in at book value with the result that unless a company wishes to do a little bookkeeping on its own accord there is no obligation in a time such as this, to write these investments down to the low values which would undoubtedly be shown today, if an actual inventory valuation were to be taken as at the end of the year, and as is the case with securities.

Business Decline Checked



The downward trend of The Financial Post preliminary index of physical volume of business was checked in September due to gains in construction, foodstuffs, mining and so forth. For details see page 7.

DOMINION LOAN SOON OR LATE IS LOOKED FOR

British Election and Laval-Hoover Decisions Are Awaited

High financial opinion in Canada, as expressed to The Financial Post, is that Premier Bennett will await the result of the British elections and the conference between Premier Laval of France and President Hoover of the United States before deciding on whether or not a new Dominion loan should come from New York or be raised in Canada.

If the outcome of the British elections is regarded internationally as favorable, and if it appears likely that important results will follow the Laval-Hoover talks, then it is believed that it will be easy for the Dominion Government to make a loan either in Canada or in New York. In the meantime the Canadian chartered banks are easily able to take care of the immediate requirements of the Government.

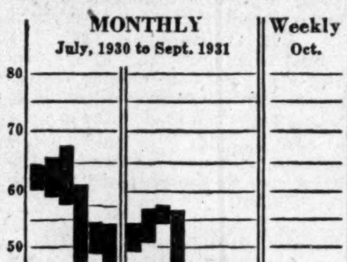
May Make Strong Appeal

A domestic loan at present would have to be offered with a return ranging from 5 to 5½ per cent in the opinion of those who are in closest touch with the bond market. It is believed that there is plenty of money available in Canada for such a loan, but those with the money desire to see some light in the international situation before being willing to take up considerable amounts unless the return is high enough to tempt them. In any case whatever offering when it comes to the Canadian public will be made with much the same combined appeal to patriotism and self-interest as made the victory loans so successful. It would be a "Confidence in Canada" loan. It is likely that the

(Continued on page 8, col. 2)

Stock Market

20 INDUSTRIAL STOCKS



MARKET RECORD

Industrial Stocks	High	Low
Week of Oct. 20	35.1	34.0
Week of Oct. 13	34.9	33.7
Month of Oct., 1930	60.7	48.4
8 Bank Stocks		
Week of Oct. 20	216	216
Week of Oct. 13	216	216
Month of Oct., 1930	258	246
10 Public Utilities		
Week of Oct. 20	59	57
Week of Oct. 13	58	57
Month of Oct., 1930	91	80

Japan-China Warfare Opportunity for Canada

Warfare between Japan and China in the Manchuria area presents a real opportunity unity for Canadian manufacturers to improve their business relations with China, according to those closely in touch with this situation.

Many times a similar opportunity has presented itself but each time Canada has apparently failed to realize the trade advantage that is to be gained when relations are strained between these two Eastern powers. In essence the situation is this, that for years Japan has been the biggest source of supply for China and each year millions of dollars worth of raw materials such as wheat and cotton are imported into Japan from western countries and manufactured or processed in flour and textiles and so forth, and re-sold into China. Thus irrespective of whether impending hostilities materialize or not, it is argued that there will be a strong tendency in China to boycott Japanese goods and to import direct wherever possible, which means an excellent opportunity for enterprising Canadian firms.

Latest trade figures available (1929) show that of total imports of $820,000,000, China obtained 25 per cent from Japan and Taiwan, while 18 per cent came from United States and 16.7 per cent from Hong Kong. The ten chief items of import were as follows: cotton piece goods, $115,900,000; sugar, $69,700,000; raw cotton, $48,300,000; rice, $46,200,000; kerosene, $44,300,000; heavy iron and steel, $34,300,000 leaf tobacco, $24,400,000; wheat flour, $22,340,000; chemicals and fertilizers, $23,200,000; paper and cardboard, $20,600,000.

Canada's total exports to China have varied between $15,000,000 and $25,000,000 in recent years due largely to fluctuations in our exports of wheat and wheat flour. For the fiscal year ending March 31, 1930, Canada's total exports to that country were $16,500,000 made up largely of wheat flour, $7,200,000; silver bullion, $3,800,000; wheat, $2,200,000; fish, dried, slat and pickled, $1,075,000; planks and boards, $720,000.

C. I. CORP'S COLLATERAL BELOW NEEDS

Consolidated Investment Assets Show Big Loss

$32,000,000 IN CASH

Security Back of Bonds Below Trust Deed Requirements — No Action

From Our Own Correspondent

MONTREAL. — Consolidated Investment Corp. of Canada has failed to live up to the trust deed covenants in respect to its outstanding first collateral trust bonds.

Two years ago last February the public was offered and subscribed for $15,000,000 of 4½ per cent collateral trust bonds. Under the specific first lien of the trust deed, these bonds were secured by marketable securities having a current value of not less than $18,750,000, or 125 per cent of the amount of the bonds outstanding, together with a floating charge on all other assets, which at that time amounted to $13,250,000.

Below Required Margin

The approximate market valuation of the securities held by the Montreal Trust Co., trustee, as at September 21, 1931, showed an apparent deficit of $1,410,139 below the 125 per cent margin required.

Enquiry by The Financial Post from official sources confirm the fact that the collateral deposited has a market value below that specified in the trust deed.

The Montreal Trust Co. was asked if any action had been taken in its position as trustee for the bondholders. The answer was "No." It was further stated that the trustee could not take action until requested by holders of the outstanding bonds.

Letter Not Public

Sponsors of the bond issue are understood to have prepared a letter for the security holders setting forth the position of Consolidated Investment Corp. This letter is given out on request of a security holder, but is not available publicly.

The fact that the collateral back of the bonds had depreciated $1,410,139 below the necessary margin on September 21, presumes a shrinkage in the value of the original assets from $32,000,000 to a figure aproximately $17,350,000.

Further Decline Likely

Further the fact should not be lost sight of that these depreciated values obtained on September 21, or nearly two weeks before the recent break in security values on all markets. It is to be presumed, therefore, that the equity back of the bonds has shrunk even further.

Issue Letter on Situation

Since its formation in February, 1929, Consolidated Corp. of Canada has not published a list of its holdings. The first direct evidence of an unfavorable change in the position of the company was contained in a letter to the shareholders last May. It reads, in part, as follows:

"While the percentage of bonds has increased to approximately 32.66 per cent of total book value of investments, as of May 15, 1931, compared with 22.47 per cent as at Dec. 31, 1930, and the percentage of total book value in common stocks has decreased to approximately 48.69 per cent, compared with 54.24 per cent as at Dec. 31, 1930, during this period security prices in the markets of both the United States and Canada have recorded a further decline.

"This decline in value of investments is directly related to the worldwide business depression now prevailing and has been accompanied by declines in revenue from interest and dividends which indicates that the preferred dividend will not be fully earned during the current year. In these circumstances, the directors regretfully consider it the prudent course to defer payment of the dividend."

Defer Preferred Dividend

At the time the bond financing was carried out, it was stated that $10,000,000 par value 5 per cent cumulative redeemable preferred stock had been underwritten for sale in Great Britain and Europe. These shares, of $100 par value each, were sold for £20/11/4. With the despatch of this letter it was stated that dividends on the preferred stock, payable June 1, would be deferred.

The balance sheet as at December 31, 1930, showed Consolidated Investment Corp. as having assets to the value of $36,587,547. Of this amount accounts payable amounted to $30,936; accrued bond interest, $253,125; secured bank loans $3,000,000; and provision for federal income tax, $12,500.

Security Values Down

The book value of securities held at the end of last year was $34,057,515. After taking into consideration the amount at the credit of the investment reserve ($1,212,802), the market value of the securities owned showed a depreciation from book value of $10,416,093, or 28.47 per cent.

Has Wide Powers

When this company was publicly launched in February, 1929, it was stated it had powers to invest and reinvest resources in securities of all types; participate in underwritings; organize or assist in organizing companies and syndicates; in fact, to engage in a general financial and commercial business.

Unlike other similar organizations, Consolidated Investment Corp. of Canada had no investment regulations specified in its prospectus.

(Continued on page 3, col. 6)

Laura Secord Candy Writing Down Bonds

The annual statement of Laura Secord Candy Shops Ltd. will be sent to shareholders on October 27 and will show net earnings in excess of $5 per share despite the fact that additional reserves will be set up to offset decrease in prices of high grade bonds owned by the company. These bonds had a book value of $1,155,193 at June 30, 1931, and in the coming statement will be written down to market value as at September 30, at which date values were the lowest for some years. The annual meeting will be held on November 6.

One new store has been opened this month in Toronto and another will be opened in the immediate future. Reduction in the price of Laura Secord Candy to 50 cents per pound is stated to have resulted in an increase in unit sales.

CLAIM HOOVER FORCED CANADA ON WATERWAY

Canada Got Gold Credit in Exchange For Announcement

Back of Prime Minister Bennett's sudden decision to proceed with the St. Lawrence Waterway there is declared to be a personal appeal by the Prime Minister to President Hoover for United States Government intervention in obtaining banking accommodation in New York for the Canadian Government. Bruited around Ottawa for several days, the story has been kept out of Canadian newspapers but has received some newspaper currency in the United States.

For some time President Hoover has, through Hon. W. B. Herridge, Canada's minister to Washington, and Col. Hanford MacNider, United States minister to Canada, been endeavoring to interest the governments of Rt. Hon. W. L. Mackenzie King and Rt. Hon. R. B. Bennett in the project with a view to an early start on construction.

Hoover is Enthusiastic

Mr. Hoover is enthusiastic over the scheme, believing that it will be a great boon for the farmers of the western and middle western states, providing a cheaper freight outlet to the ocean for a large territory.

He was unable to get action at Ottawa until the past few weeks when the Canadian dollar dropped to as low on the New York market as 87 cents. Then came the pinch. Before the first of the coming year certain provinces and municipalities must pay in gold to New York financial houses many millions for maturing securities. They appealed to Mr. Bennett for assistance so that they should not have to pay the additional premium. They urged him to advance them gold with which to pay their obligations to the American houses. But in the mint at Ottawa the Government has only $72,000,000 in gold, so Mr. Bennett was up against a dilemma. He could not advance the gold because the Government did not have it nor is likely to have it in time.

Mr. Bennett first sought a loan from New York banks but was flatly turned down.

Agreed to Open Parleys

So, the story goes, he got into touch with President Hoover and Mr. Mellon, secretary of the United States Treasury, and it was agreed that if Canada would enter into sympathetic consideration of a start on the Great Lakes-to-the-Sea project Mr. Hoover would see that there was placed to the temporary credit of Canada sufficient gold to meet obligations due until such time as the Canadian dollar reaches par or thereabouts.

Coming in The Post

Tremendous interest has been created by The Financial Post's series of articles on loan sharks and this series will be continued until all phases of the subject of consumer credit have been covered.

There will be further articles in the discussion on competition between the railways and the motor vehicles. This series has been suspended for the past two issues.

What Canadian industrial concerns are doing with regard to wages continues to be the subject of an interesting group of articles which will run along for some time yet.

There will shortly be a supplement dealing with the resources and problems of Nova Scotia.

Vast Non-Paying Assets Prove Drag on Earnings Of Canadian Rail Lines

Proposed Railway Commission Likely to Make Close Analysis of Billions of Assets Capitalized by Operators

WILL SHIPPERS PAY CARRYING CHARGES?

Substantial Proportion of Assets Presented in Balance Sheets Do Not Carry Themselves — Mistakes of Former Years and Unwise Competition Add to Burdens Carried by Canadian Railways

By JOHN E. LANGDON,
Eastern Editor, The Financial Post.

MONTREAL.—Will Canadian industry be asked to pay higher freight charges in order to enable the railways to pay interest and dividends on securities backed by assets, which, to a considerable degree, are non-productive, and, in many instances, are valueless?

This question will be determined by the proposed railway commission which the Federal Government will bring into being to find a solution to the railways problems. This investigation will likely be the most thorough that has ever been conducted in this country. One important matter which will likely come under the close scrutiny of the commissioner will be examination of the present-set-up of the railways having in mind the segregation of those assets which do not have a direct bearing upon transportation, yet which constitute a charge upon railway earnings.

Reasons For Troubles

An examination of the balance sheet of both the Canadian National Railways and the Canadian Pacific Railway brings to light a number of features which tell, in no small way, why the Canadian railways are having trouble in paying their way. Had the volume of freight and passenger traffic been maintained, no investigation would have been proposed. The dead and dormant assets would have continued to be carried on balance sheets and those revenue producing assets would have continued to have carried the additional burden imposed by the non-productive items.

One reason for the burdening of the railways with non-productive assets in recent years has been the unwise and, to some extent, unrestrained competition. Politics have played their part in bringing this about.

Unjustified Expenditures

The amount of capital expended by both railways, which was unjustified on the basis that the revenues could not provide a return commensurate with the investment, runs into many millions of dollars. These expenditures have either been funded or the capital raised through stock issues. With the carrying charges unearned, it stands to reason that the railways have met the obligation through appreciating funds from ordinary railway revenues.

Over and above the capital expenditures brought about by unwise competition of late years, however, the railways are carrying on their balance sheet assets of dubious value — the heritage of years when exuberant optimism on the country's outlook was allowed to outweigh such considerations as the profitable employment of capital.

Assets of Dubious Value

There are many assets carried on the balance sheets of the Canadian National and Canadian Pacific Railways which can be generally characterized as of no monetary value, while others are of a type that can be characterized as semi-frozen. It is true that some of these investments were on account of political expediency, pandering to local pride, or simply bad judgment.

Unlike the ordinary industrial concern, which writes off its bad investments, the railways continue to carry them on their books. Proof for this assertion can be given.

In the investigation which the proposed Railway Commission will carry out, it is understood that serious consideration may be given to the matter of segregating those assets represented by interests outside of the railway proper. By doing so, it will be possible to determine the true position of the railways in respect to earnings arising out of straight railway operations. Such a step would also enable the commissioners to obtain a clearer picture of the present confused railway situation and enable them to work out a plan or plans for bringing about a definite strengthening of the financial and operating position of both railways.

It will come as a revelation to those who have not made a close analysis of the situation, to discover what tremendous burdens are being carried by the two major railways.

Income Out of Line

At the end of last year the Canadian National Railways reported gross assets of $2,344,690,737, of which $579,755,822 represented a corporate operating deficit, making a net total of $1,764,844,917. On this huge sum the system was able to report a gross income of $32,042,660, or less than 2 per cent of the assets shown on the balance sheet. After taking care of all charges, including interest on Dominion Government advances, there was a deficit of $61,287,201 on the year's operations.

Turning to the Canadian Pacific Railway, the balance sheet on December 31 last showed assets of $1,371,969,694. Gross income for the year, including $20,042,923 special income (part of which was drawn from surplus), was $58,291,581. After taking care of all charges, including dividends on the ordinary shares, there was a surplus for the year of $133,186.

The Canadian Pacific fortunately was able to keep out of "red ink," but the showing made by both railways was unsatisfactory in relation to the capital invested as shown in the balance sheets.

Reasons for this are to be had in an examination of some of the major investments of the companies outside of the capital in "plant" used for freight and passenger transportation.

Steamships Are Costly

At the end of 1930, the Canadian Pacific had $114,135,161 invested in

(Continued on page 2, col. 4)

Insurance Racket Is Another Phase of Shark Tricks

(Second Article in a Series)

Fabulous interest charges are not the only "racket" of the loan shark.

A well-known form of avoiding the usury laws of Canada and which despite attempts of legislators has not been exterminated, is the insurance racket. A man applies for a loan but finds that before it can go through he must take out an insurance policy for which the premium is probably $25 or $30. Why the borrower should have to insure his life for $1,000 to cover a $50 or $100 loan is not explained, although probably the general point is made as to the advisability of carrying insurance when a debt of this sort is undertaken. The actual cost of insurance to cover a $100 loan, according to a leading Canadian life insurance company is about $1.60.

Investigation invariably proves that when loans and life insurance plans are tied up together, that the lender and the life insurance agent are one and the same and that, under cover of making a loan, a fat first-year premium commission is being exhorted from the borrower, who will in all probability let the policy lapse once he has got the loan. There are many cases on record where existing insurance has been refused and borrowers have been forced to take out new $1,000 policies before the loan is granted. An affidavit filed with an officer of one of the provincial governments recently, stated that the borrower had applied for a loan of $50 and was advised to take a $75 loan instead, to cover the cost of $1,000 insurance. When he objected he was told he could not get the loan without this insurance. The loan company in this case therefore got $93 (including the insurance premium) for a loan of $50, which is a very different picture to the "nominal" interest charges of $4.20 which appeared in the loan contract.

How Much Should I Pay?

"It's all very well to castigate the loan shark for charging 135 per cent on a small chattel mortgage loan but how else can I borrow money and how much should I pay for it?" writes a subscriber whose interest and ire was aroused by The Financial Post denunciation of loan sharks which appeared in our October 17 issue.

The second part of the question hits at the heart of this loan shark problem and if more people in Canada knew the answer to it there would be more money for the butcher, the baker and the candlestickmaker—more money for the merchant and the manufacturer. For loan shark operations hit at every legitimate business in the country and drain away good Canadian dollars that should be going to buy commodities and pay bills.

Take the instance cited last week of the man who was charged the preposterous yet commonplace fee of 135 per cent for his loan

(Continued on page 2, col. 3)

B. A. OIL CO. SALES AHEAD OF LAST YEAR

Ontario and Quebec Make Up For Western Recession

HAS GOOD BACKLOG

Company Gets Substantial Profits From Oklahoma and East Texas Wells Despite Proration

British American Oil Co. has so far in 1931 experienced in Canada a physical volume of business in excess of that for the same period in 1930. It is understood that the dollar volume is just as high as last year or possibly a little larger. There has been recession in Western Canada in common with other companies operating in the West, but business in Ontario and Quebec has to date made up for lower business on the Prairies.

With gasoline and other crude oil products selling at lower prices, and a narrower margin of profit than in other years for the whole industry, there will be considerable interest in the next financial statement of the company to see how earnings on common stock measure up. No estimate as to probable earnings on common stock for 1931 will be made by officials of the company but they are apparently pleased with progress made.

British American Oil Co. has an excellent backlog of earnings in its crude oil production in Oklahoma and East Texas. Last year returns from this source were not taken into account in considering the earnings of the company. This year, in spite of the stormy controversies which have raged in these fields over the pro-ration programmes and the very low prices paid for crude, the company should do even better.

Wells Do Well

For two months the doughty Governor of Oklahoma sewed up the wells in that state in an endeavor to raise the price. They are now running again but the $1 a barrel which he wanted is not being paid. In Oklahoma, British American Oil has three properties, one with seven wells, and the other two properties having a well each. On October 20 the pro-ration rate was raised to 2 per cent, which apparently would give B. A. Oil at present a daily production of nearly 10,000 barrels daily. The well price at present in Oklahoma is 70 cents a barrel for 40 degree gravity crude, dropping to lower prices for lower gravities. Crude oil obtained by British American Oil in Oklahoma is sold in the United States.

The new wells coming in on properties of British American Oil in East Texas within the last few days bring the total to 14 wells which the company owns outright and six wells in which it has a part interest. These wells are not as large as the Oklahoma City well but the field is giving an exceptionally good crude for the making of gasoline and the company is able to take its own production and much more from nearby wells of the same character by pipe-line to tank steamer at Port Arthur, Texas, and thence to Montreal. The

(Continued on page 2, col. 4)

Investor's Index

INDUSTRIALS, UTILITIES, ETC.

Beatty Bros. . . 19
Bell Telephone . 4
Brazilian Trac. 4, 9
Burns & Co. . . 15
Broder Canning 15
Brock Co. West. 15
Borden's 15
B. C. Telephone 5
B. A. Oil 1
Brazilian Tr. 4, 8. 9
Canada Biscuit . 13
Canada Dry . 9, 19
Can. Converters 19
Can. Bronze . . 19
Canada Power 4, 10
Canada Electric 4
Can. Bakeries . 13
Can. Bud Brew. 8
Canada Packers 14
Can. Canners . . 15
Ogilvie Flour . . 12
Consol. Food . . 11
C. W. Lindsay . 5
Canada Cement . 9
Canada Bread . 13
Consol. Bakeries 13
Canadian Car . . 9
Catelli Macaroni 12
Cons. Investment 1
Donnacona Pap. 9
Duke-Price Pwr. 9
Dairy Corp. . . . 15
Dominion Pwr. . 4
David et Frere . 15
Dom. Stores . . 11
Eastern Dairies . 16
Fanny Farmer 5, 16
For. Power Sec.. 4
Fair.-Morse . . 3
F. W. Grand & S. 13
Geo. Weston . . 14
Hamilton Bridge 5
Holsum Packing 13
Imperial Tobacco 9
Int. Proprietaries 9
Inter-City West. 13
Int. Petroleum . 19
Independ. Bisc. . 13
Investors' Synd. 9
Intern'l Hydro . 4
Inter-City Bak. . 13
Intern'l Milling . 12
Jenny Lind . . . 16
Loblaw 11
Laidlaw B.-Tie . 5
Lake o'Woods . 12
Laura Secord 1, 16
Malagash Salt . 12
Maple L. Mill. . 12
Mitchell, J. S. . . 5
Montreal Pwr. . 9
Mt. Royal Assur. 17
Nat'l Biscuit . . 13
Nat'l Grocers . . 16
Nat. Bisc. & Con. 13
Nat. Radiator . 8
Power Corp. . . 9
Page-Hersey . . 9
Super Corp. Am. 5
Supertest Pete. . 19
Stanford's . . . 15
Silverwood's . . 15
Sin-Mac Lines . 4
Simon & Sons 9, 19
Sunera Cereals . 14
Thrift Stores . . 15
Western Grocers 16
Western Steel . . 19
Winnipeg Elec. . 4
Viau Biscuit . . 14
West. C. Flour 5, 12
Willson Stationers 5
Winnipeg Elec. . 5

MINES AND OILS

Dome Mines . . 20
Keeley Silver . . 20
McIntyre-Porc. . 20
Stobie, Forlong . 20
Siscoe Gold . . . 20
Vipond Consol. . 20

QUOTATIONS

Bonds 18
Grain 18
Mines 19
Stocks 18

REGULAR DEPARTMENTS

Answers to Enquiries 9
Business 7
Banking 17
Editorial 6
Insurance 17
Mining 20
Pulp and Paper 10
Utilities, Transportation 4

SPECIAL FEATURES

"What's Happening to Wages in Canada" —Article Three of a Series 3
'Loan Sharks Prey on Needy"—Article Two of a Series 1
Annual Survey of Food and Merchandising Companies 11-16

LIFE INSURANCE

CHARTERED TRUST AND EXECUTOR COMPANY believes that the life insurance business in Canada is on the threshold of a phenomenal expansion. What a privilege it is to purchase for your wife and children, by periodical payments, the protection which life insurance affords!

Chartered Trust and Executor Company does not sell life insurance. It is, however, interested in the future welfare of your wife and others daily dependent upon you. Stop and think—would your family suffer if they should be bereft now of your support and maintenance?

CHARTERED TRUST AND EXECUTOR COMPANY
34 King St. West, Toronto 2
132 St. James St. West, Montreal, Que.

President:
JAMES Y. MURDOCH, K.C.
Vice-Presidents:
W. S. MORDEN, K.C. JOHN J. GIBSON and Gen. Mgr.
Secretary: E. W. McNEILL

"The Well Dressed Man Wears A Hat"

Have You Seen The New Eatonia Hats?

Ask to see them! Then note the style — note the quality —note the value exchanged for your five dollar bill. Little wonder we say we believe them to be the best regular every day value in Toronto.

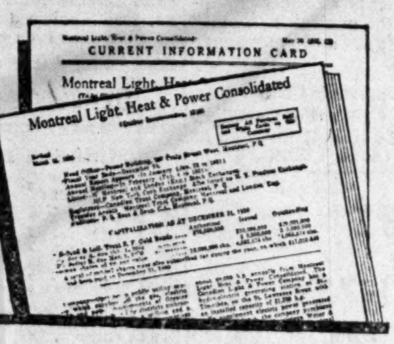
NEW SHAPES — NEW AUTUMN SHADES — FULL SIZE RANGE.

Eatonia Value
$5.00

Main Floor, Queen Street

T. EATON C^o^ LIMITED

A Continuous Study of Investments Makes for Profit


CURRENT INFORMATION CARD
Montreal Light, Heat & Power Consolidated

Constant Watch Over Your Present and Contemplated Investments is Made Easy by The Financial Post Corporation Service

An investment programme aiming to bring financial independence, can be successful only by careful study of securities before purchases are made and by keeping closely in touch with the position of the selected investments once commitments are made.

At the attractive rate of $12 a year The Financial Post Corporation Service will supply you with a special service on any 10 companies you select, with additional companies pro rata. Such a service gives you, in card form, a complete review of each company—its history, capitalization, management, seven years' earnings record, dividend record and all other points you need to make your investigation thorough.

In addition, the service supplies you throughout the year with current items of importance affecting the companies whose securities you select. The review of Montreal Power, illustrated above, is a 12 page booklet giving important facts about the company.

Many individual investors are using these special services, thus benefitting from the investigations and research of The Financial Post Corporation Service. The information cards supplied in these services are identical with those contained in the complete service which covers all important Canadian companies and is priced at $20 a month.

Secure a service on the companies in which you are interested.

$5 a year for 4 companies

$12 a Year for 10 Companies

Additional companies at the rate of $1.20 a company

The Financial Post Corporation Service
143 University Avenue, Toronto

Insurance Racket Is Another Phase of Shark Tricks

(Continued from page 1)

which netted him $180 in cash. The cost of this loan was $74 which was at least $30 or $40 more than could be considered a reasonable fee for this transaction. Multiply this by the 300,000 or 400,000 borrowers who require to borrow small sums of money in Canada each year and you have a sum of between $10,000,000 and $150,000,000, which if it were not being absorbed in iniquitous interest charges each year would be available for every day trade and commerce.

Problem Includes Installment Credit

Looking at this problem in a broad way, the small loan is simply one phase of the wider realm of "consumer credit," a subject about which there is little real knowledge and very considerable misunderstanding in Canada. Consumer credit includes on the one hand installment credit which permeates every phase of modern business and on the other hand, the dozen or more branches of the small loan industry, including unlicensed lenders and pawnbrokers, personal finance companies, industrial banks, credit unions, employers' loan plans and so forth.

To understand the charges levied by personal loan companies and various other lending agencies in this field a brief review of what is happening in the installment credit field is of value for it is a field all of us know something about, and provides an excellent starting point from which to gain an understanding of small loan charges and costs.

Average Installment Purchase Costs 20 Per Cent

For instance, it will probably amaze the average business man that the cost of purchasing his car, radio, electric appliance or household furniture if bought on the installments and if calculated in terms of simple interest, amounts on the average to about 20 per cent. Evans Clark, who has recently made an authoritative and exhaustive study of this whole subject under the direct auspices of Twentieth Century Fund, Inc., which he directs and which was founded by Edward A. Filene, president of Filene's of Boston, is authority for the statement made in his recently published book, "Financing the Consumer," that, "As in the case of small loans, the actual costs of installment credit to the borrower are concealed in a complicated tangle of varying methods of levying and stating charges—nor has any systematic attempt been made to reduce them all to a single comparable base."

Taking an actual credit transaction in a 12 months' installment sale contract for a Tudor Ford sedan in New York, 1930, he finds that after deducting all costs of insurance, the rate per annum on the credit of which the purchaser has the actual use, is 16 per cent, and that similar articles cost installment purchasers on this basis, as follows: Chevrolet car, 16.4 per cent; Cadillac car, 14.6 per cent; radios (typical New York rate), 20 per cent; pianos (typical New York rate) 12 per cent; household equipment, 25.4 per cent.

This situation may seem amazing to the average business man used to dealing in terms of ordinary bank interest at six or seven per cent, but until the facts are realized, little or no progress can be made in Canada toward providing legitimate facilities throughout the Dominion whereby salaried men and wage-earners, who lack ordinary bank collateral, can get loan accommodation which it is all too clear they so badly need from time to time.

NATION'S BUSINESS

(Continued from page 1)

production in operating mines. In equity therefore the premium should be paid, and also as a matter of good common-sense policy for the Dominion as a whole it appears to be the wise thing to do.

That was the view taken by the late Rt. Hon. W. S. Fielding, the veteran Finance Minister under Laurier, when faced by such a situation after the war when he was a member of the King Government. He saw that the premium was made necessary by existing market conditions and that it created a valuable incentive to the production of gold at a time when such production was most needed.

Many projects that would not otherwise exist are now under way in Canada as a result of the premium paid on gold. Millions of dollars worth of gold will be recovered which else might have stayed in the ground. The former "marginal" producer can get off the margin because the premium allows a profit, and it will give small producers a chance to finance expansion in a way which may yet bring in some notable producers out of properties whose full potentialities only development can demonstrate.

By paying a premium for Canadian gold, the minister of finance is only paying for gold at the market. To force a smaller price would be unjust, unwise and, in the end, unprofitable. Fears that this will be done therefore, seem to The Financial Post ill-based.

* * *

National Government Not Needed in Canada

SOME of the provinces are attempting the formation of non-partisan governments and it is widely urged that, following Britain's example, Canada should have a non-party or national government. It would indeed be a contrast to the present system of one-man government. To jump from a government dominated by a single person, who at least is ready to assume complete responsibility for all of his courageous (if sometimes blundering) moves, to a cabinet of no party responsibility to the people would indeed effect a remarkable change in the complexion of our affairs, but the change would not necessarily be for the better.

Experience has shown that national or union governments are often made up or dominated by political hacks and seldom by the biggest of the national leaders.

National government is apt to be extravagant and wasteful; each party represented can and does throw the blame for mistakes upon the other parties. Political parties are continuing forces that must study their present actions to safeguard their future strength but this does not apply to national governments; being temporary they need think little of the future.

* * *

IF PRIME MINISTER BENNETT is not handling the affairs of the country properly his Conservative supporters should tell him so for by the actions of the prime minister and his cabinet the Conservative party will be judged by the country and that judgment will be reflected in the vote at subsequent elections. And the Conservative party has the power to depose the prime minister in favor of another man of their own choosing if they so wish.

What Canada should set as its objective is the adoption of the United States cabinet system under which the prime minister could hand-pick the nation for experienced, proved leaders for administrative and cabinet jobs. Such men would take no part in petty political problems but work to build party reputation by results of their administrative policies. They would seldom appear in Parliament. Only when there were matters of great importance would they appear before their own Committee in the House. Very rarely would they come before the whole House. At other times, they would be represented by the Chairmen of their respective Committees.

B. A. OIL CO. SALES AHEAD OF LAST YEAR

(Continued from page 1)

largest well is about 40,000 barrels. In East Texas the policy of proration is to limit every well to 165 barrels daily. That forces the company to do a great deal of buying outside of its own wells but as this is a very large field with remarkable uniformity in the character of crude this is no disadvantage from the manufacturing standpoint. The price in East Texas for the crude is about 68 cents a barrel afloat.

From Producer to Consumer

The company's fine new refinery in Montreal is working on this East Texas crude to make gasoline for its Quebec and Eastern Ontario business. About seven ocean tankers have been employed taking the crude from Texas to Montreal. The two new lake oil tankers, Britamoil and Britamolene, just completed last spring for the company in England, have been continuously in service taking crude from Montreal to the company's refinery in Toronto. Four other boats have been chartered to aid them in the same service. These recent developments in East Texas have given the company in the last two years what it has been seeking, that is, a continuous business from producing to the ultimate consumer.

The crude oil production end of the business would now be very important but for the excessive overproduction now obtaining. As it is, the revenue is substantial and the company is likely to continue on an expanding scale as a crude oil producer, trusting in the passage of the years to correct over-production as consumption increases and high cost and depleted fields drop out of the picture.

VAST NON-PAYING ASSETS PROVE DRAG ON EARNINGS

(Continued from page 1)

ocean and coastal steamships. The net return for the year was $1,331,919, or 1.1 per cent on the capital invested. In the preceding year, the steamship account stood at $100,992,262 and the return at $3,219,638, or a return of 3.2 per cent. In 1928 the company had $86,307,106 invested, during which year it received a revenue of $2,257,546, or 2.6 on capital.

Steamships are not shown in the Canadian National Railways report, and the deficits of the Canadian Government Merchant Marine are not charged directly against the railway.

"A White Elephant"

During the last seven years the C. G. M. M. has had an operating deficit, ranging from a low of $90,160 in 1926 to a high of $1,440,880 in 1924 and with $834,211 in 1930. These results do not take into consideration depreciation and interest on capital. Were these included, the report for 1930 would have shown an over all loss of $5,884,757 as against $5,928,759 in 1929.

Turning to the balance sheet of the C. G. M. M., the fleet is shown as having a value of $45,538,692. Against this, the amount owing to the Dominion Government stands at $86,631,908. This represents $362 per ton deadweight on the tonnage owned.

The balance sheet also shows a debit balance to profit and loss account of $57,640,000, but a year ago $10,991,227 of the deficit was cancelled and a further $926,821 this year.

"West Indies" Costly

Operations of the Canadian National (West Indies) Steamships, Ltd. have been equally unprofitable. This company was only established in 1929. It owns 12 steamers and last year it made an operating loss of $523,137, against a loss of $447,841 in 1929. If interest and depreciation are added, the loss is increased to $1,362,655 in 1930, as against $1,117,896 in the preceding year.

The fleet of the Canadian National (West Indies) Steamships Ltd. stands on the books at $9,804,715, and so far there is a debit balance of $2,480,552.

Income From Lands

Among the Canadian Pacific assets in the last balance sheet are deferred payments on lands and townsites of $55,310,829 and assets in lands and properties to $62,678,850. "Properties" bear no relation to railway buildings, but to Western farm lands, various mineral rights, timberlands, demonstration farms, etc.

At the end of last year, there was outstanding $22,289,069 of 4½ per cent note certificates, secured by deferred payments on land sold.

The net income of the Canadian Pacific from land sales in the last four years follow:

1927	$2,685,895.
1928	4,420,000
1929	2,735,317
1930	521,965

Poor Record of C. N. R.

The consolidated balance sheet of the Canadian National Railway System on December 31, 1930, does not show specifically the value placed on its farm lands, unless it be covered in the item "Miscellaneous Physical Property," standing on the books at $57,178,042.

Following are the land sales and cancellations of the Canadian National for the past four years.

	Sales	Cancellations
1927	$ 944,231	$ 308,222
1928	1,232,170	309,378
1929	974,760	301,387
1930	398,832	267,400

It is apparent that the System is securing little or no income from this asset.

Revenue from Express

Both railways own their own express facilities. The Canadian National and Canadian Pacific express companies contribute large sums to the parent companies for the use of transportation facilities. The return on the capital invested, however, does not make good reading.

C. P. E. Records Deficit

The Canadian Pacific Express has a capital of $5,040,000, of which $5,000,000 represents stock owned by the Canadian Pacific Railway. During 1929 the income account of this company showed a deficit of $131,025. Last year a deficit of $1,170,501 was piled up.

Canadian National Profit

Turning to the Canadian National Express, Government records reveal a capital of $3,352,213, made up of $2,768,800 of stocks and $583,413 of bonds. Gross income in 1930 amounted to $12,842,098 and net income, after payment of all expenses, $369,405. In the preceding year gross income amounted to $14,628,708 and net income $793,263.

Telegraphs Make Money

Telegraph operations of the two railways, are, on the whole, profitable. The Canadian National telegraph system has a capital of $1,673,625, but the cost of property and equipment at the end of last year ran to $19,041,453. Gross revenue during 1930 was $6,203,649, down from $6,885,869 in the previous year. There was a drop in expenses and net for the past year was $810,207, compared to $1,209,893 in 1929.

The telegraph system of the Canadian Pacific is not handled by a separate company and returns are incorporated in the railway report. The Dominion Government report on telegraphs, however, shows that the Canadian Pacific had $15,728,708 invested in its telegraph system at the end of 1930. Gross income last year totalled $5,412,353, or about $600,000 less than the previous year. After the payment of expenses, net operating income in 1930 amounted to $2,136,564, as against $2,563,934 in 1929.

Radio Costs Money

Out of the competition of the past few years, has arisen the radio service of the Canadian National and Canadian Pacific. As far as can be learned there is no direct return from this activity reported by either railway. Incomplete records show that the Canadian National spent $384,758 on its radio service in 1929 and $363,339 in 1930. No information is available on the Canadian Pacific outlay, but it is only reasonable to presume that the expenditure amounts to a substantial figure.

Then there are the various services allied to passenger service. Sleeping car operations of both railways return a net revenue to the companies, but dining and buffet service returns indicate that the travelling public are getting a service below cost.

Diners Prove Expensive

In 1929 the Canadian National spent $1,973,546 on its dining and buffet service and received $1,353,818. In the following year (1930) expenditures amounted to $2,134,544 and revenue to about $1,350,518.

The annual statement of the Canadian Pacific does not give detailed figures on this branch of service. The itemized report to the Dominion Government, however, shows that in 1929 the company had an outlay of $2,455,125 and a revenue of $1,988,730. Figures for 1930 are not available.

Hotel Information Scarce

There is an almost complete lack of information on the hotel operations of both companies. It is known that the investment of the two concerns runs into many millions of dollars, but there is no detailed evidence of it in either the report of the Canadian Pacific or Canadian National presented to the public and shareholder alike.

Considerable doubt exists as to the revenue producing ability of the hotels maintained by the two railways. Some are reported to be on a paying basis, but, taken as a whole, it is safe to presume that net income is insufficient to take care of even a nominal return on the capital invested.

Then there is the matter of investments. Both railways carry large sums in this account. More details are available for the Canadian Pacific Railway than for the Canadian National.

Investments Shrink

At the end of last year, for example, the Canadian Pacific carried miscellaneous securities at a cost of $31,701,679, represented by securities of a par value of $48,146,000. The actual market, or nominal value, of these securities is today well below the cost.

Included in this account is the famous holding of Consolidated Mining and Smelting Stock, which, at one time, had a market value greater than the par value of all securities held in this portfolio. But, offsetting this item, are holdings of Duluth, South Shore and Atlantic Railway in the form of $11,100,000 of preferred and common stocks, which have no value today.

The company owns $6,711,800 of Soo railway preferred stock (par value) which had a market value at the end of September amounting to about $200,000. There is also $12,723,500 par value ordinary stock, which has a market value of around $500,000.

Then there is the item of acquired securities and securities of leased lines shown on the books at the end of 1930 as having cost the company $164,962,778.

Some Of No Value

There is not sufficient space to analyze these holdings individually. Suffice to say that a number are of doubtful value. For example: among securities of other companies listed are $3,000,000 of income certificates of Duluth, South Shore and Atlantic Railway. This represents the entire issue, which matured in 1912 but is still unpaid. In other words, the company has carried on its books for 19 years a matured and unpaid security.

An analysis of the Canadian National Railway System investments in controlled or affiliated companies would undoubtedly show a similar situation, namely, securities carried at par value or cost which have little or no realisable value.

Adopt Easier Course

Appropros of these examples it is worthwhile studying the operating expense figures of both railways. It is a well-known maxim in railway circles that the easiest and most effective way of lowering expenses is to ease up on maintenance expenses. The outlay for this item is one of the heaviest incurred by the railways and is possible of substantial reduction. It is generally recognized as a bad policy, as the railways must inevitably pay dearly for cutting down maintenance expenses.

Following are the expenditures of the Canadian National Railway System on account of maintenance of way and structures and maintenance of equipment between 1928 and 1930:

	Maintenance of way and structures	Maintenance of equipment
1928	$48,010,559	$47,918,236
1929	46,862,217	49,527,851
1930	39,777,566	43,091,329

During this time the Canadian National increased the investment in road and equipment from $1,942,146,000 in 1928 to $2,038,398,000 in 1929 and $2,111,519,000 in 1930

C. P. Cut Expenses

The Canadian Pacific has made heavier cuts than the Canadian National as is apparent from the following figures:

	Maintenance of way and structures	Maintenance of equipment
1928	$35,812,418	$43,493,153
1929	33,325,104	39,853,871
1930	25,048,282	29,933,803

While expenses were being slashed, investment kept mounting. The balance sheet shows the Canadian Pacific investment in railway, rolling stock, lake and river steamers and hotels at $723,412,976 in 1928; $798,913,859 in 1929 and $837,754,370 in 1930. This item is not subdivided, which makes it difficult to segregate investment in the railway proper and rolling stock from the other items.

Benefits Are Small

It cannot be denied that many of these enterprises have an indirect and, in some instances, a direct, bearing upon railway operations. Express provides an essential service; hotels attract tourists who travel on the railways; steamships bring freight and passengers from other countries, etc. The capital outlay, on these enterprises, however, would appear to be out of all proportions with the benefits derived.

Without complete knowledge of the investments, or distribution of capital, in both railways, it is out of the question to determine accurately what proportion are non-productive, which are capitalized, and which constitute a drag on railway revenues. Needless to say, it would appear to be a comparatively high figure judging by the incomplete analysis presented here.

The Commission's Task

Just what proportion of the capital employed on outside enterprises can be properly allocated to railway operations for the purpoe of rate making, is a matter to be determined by an independent tribunal such as the proposed railway commission.

Would Defer Bond Int. on Electric Elevator

Holders of the 6 per cent first mortgage bonds of Electric Elevator & Grain Co. which now operates as Phoenix Elevator Co. will meet in Winnipeg on November 16 to consider postponement of payment of sinking fund installment and interest payable on January 1 and July 2, 1932, and to take such action as the meeting may deem advisable. Since reorganization of Electric Elevator & Grain Co. in mid-summer, 1931, the new company has been operated by McCabe Bros. Grain Co. under contract which is understood to call for payment of bond interest and sinking fund installments.

Original offering of the bonds in May, 1929, was to the amount of $450,000 of an authorized issue of $650,000. The amount of bonds now outstanding is around $420,000. Electric Elevator & Grain Co. got into difficulties early in 1930 and no financial statement has been issued since July 31, 1929.

Norge Makes Progress in Laundry Appliances

Norge Corp. of Canada, subsidiary of Consolidated Industries Ltd., has recently opened two factory branches to serve Western Canada. One branch, located in Winnipeg, will serve the prairie provinces and the other, in Vancouver, will serve British Columbia. Through these new branches the company will go direct to dealers in the larger centres while rural territories will be served by distributors.

D. H. Pollitt, president and managing director of Norge Corp., has recently returned from Western Canada where he completed arrangements for distribution of Norge electric refrigerators and home laundry appliances. The new laundry appliance division is reported to be making good progress with sales satisfactory and eastern and western channels of distribution being opened up.

REGENT KNIT
OUTER and Sports Wear

FOR WEST INDIAN BUSINESS

Head Office Montreal

THROUGH the interest it holds in Barclays Bank (Dominion, Colonial and Overseas), formerly The Colonial Bank, the Bank of Montreal is able to offer its customers good service, favorable terms and facilities for obtaining accurate credit and other business information concerning individuals and concerns in the West Indies and British Guiana.

BANK OF MONTREAL
Established 1817
Total Assets in Excess of $750,000,000

The Aeropack
—A Man's Bag for A Man's Use

The smart-looking, light weight, well constructed Aeropack holds one or two suits—in perfect press. As in a wardrobe trunk, the suits are in one section; in this case the lid. All accessories are packed in the body section. A partition separates the sections and helps keep the suits clean. See this rugged luggage at Simpsons. Moderately priced from 19.50 to 38.50.

Simpson's—Sixth Floor.

THE ROBERT SIMPSON COMPANY LIMITED

Use Our Drafts

when you have occasion to remit money. Issued in any desired amount without delay or formality at any Branch of this Bank.

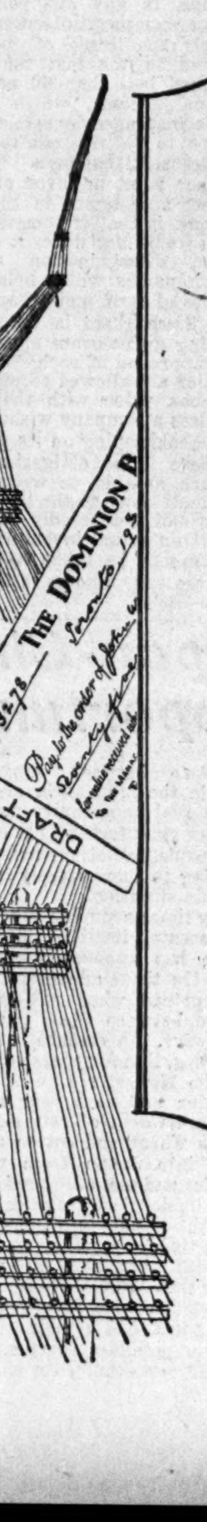
THE BANK OF NOVA SCOTIA
Established 1832
Capital, $12,000,000. Reserve, $24,000,000.
Total Assets over $265,000,000

OSLER & HAMMOND
Stock Brokers and Financial Agents

Members
- *Toronto Stock Exchange*
- *Montreal Stock Exchange*
- *Montreal Curb Market*
- *New York Curb Market (Associate)*

21 Jordan Street
TORONTO

215 St. James St. West
MONTREAL



Remitting Money

We sell Drafts, Money Orders and Cable Remittances on all parts of the world.

Private wires between Toronto, Montreal and New York and strong connections in foreign countries enable us to quote lowest possible rates.

You are assured careful, quick and economical service on your transactions.

THE DOMINION BANK
Established 1871
40 BRANCHES IN TORONTO

90

Consult the Manager of our nearest Branch.

FAIRBANKS CASH POSITION HOLDING UP

Nearly $1,000,000 Held in Cash and Bonds

SALES ARE LOWER

Quebec Presently Proves Most Active Mart for Company's Products

From Our Own Correspondent

MONTREAL. — Reduced sales throughout Canada have lowered earnings of Canadian Fairbanks-Morse Co. during the current year and profits for 1931 are expected to show an appreciable decline from those of last year. The company, however, continues to maintain a strong cash position with nearly $1,000,000 in cash and high-grade bonds.

The most active district served as far as present sales are concerned is the Province of Quebec. The West, normally a big buyer from Canadian Fairbanks-Morse, has naturally reduced its purchases of machinery, Ontario sales are reported below last year while the Maritimes, which held up fairly well in 1930, have not proved such a good market this year.

It is pointed out by those close to the company that an organization such as Canadian Fairbanks is quick to reflect the industrial situation. There is hardly an industrial plant or shop which does not offer a potential market for the widely diversified products distributed by the company; a slowing up in activity is quickly felt by this large retailer of industrial equipment.

The company acts as exclusive sales agent for Fairbanks-Morse & Co. of Chicago and is engaged in manufacturing through a subsidiary located in Sherbrooke, Que. This subsidiary, known as the E. and T. Fairbanks & Co., makes valves and scales which are sold through the parent organization. The diversified production of the Chicago company is well known and comprises a wide line of internal combustion engines, electric motors and equipment, pumps, railway equipment, etc.

While the market for all these products has suffered with business conditions, conversely, officials point out, any upturn in business works quickly to the advantage of Canadian Fairbanks. The question of idle plant, with the exception of the Sherbrooke unit, hardly figures in the situation and given an improvement in industrial activity, sales should soon resume an upward trend.

No figures on earnings have been published this year; the exact extent of the decline has not been revealed. Whether the preferred dividend will be covered remains to be seen; it is understood that the financial statement will show a smaller distribution on the common shares than was the case last year. This stock is closely held and there is no public investment interest in it.

WHEAT MARKETS SHOW STRENGTH; OUTLOOK BETTER

Larger Export Movement Expected—Best Grades at Premium

From Our Own Correspondent

WINNIPEG.—Concurrently with the appearance of quotations of 60 cents a bushel and more for wheat, a very much firmer tone has come into the wheat market than has existed for months past. At last the market seems to be able to look beyond the piled up surpluses of wheat which still exist in the world and see ahead to a time, undoubtedly many months distant yet, when wheat supplies and wheat demand will be more in balance. While actual clearances of wheat from Canada this season are not yet on a scale to be considered completely satisfactory, the technical market situation indicates that exporters on this side and importers abroad are assuring themselves of supplies in anticipation of a larger actual movement in the near future.

The strength of the market appears to come mainly from actual buying of actual wheat, combined with hedging against anticipated cash purchases to come, a class of hedging often quite as important as hedging sales against supplies of wheat coming from the country. Strength in the nearby positions has increased so that the spread between October and May has narrowed to less than two cents, not much more than enough to cover interest charges, and with practically nothing to pay for storage, clear indication that a great deal of wheat has been passing into hands where it is not expected to be carried for very long.

One Northern wheat has moved to a premium position, not only over the October, but also over the May, and a fairly complete cleanup of this grade is anticipated well ahead of the close of the current crop year.

An excess of available storage space is leading to a willingness to carry wheat on a narrow basis, instead of operations being conducted with a view to getting supplies put through terminals as rapidly as possible as is often the case at this time of the year. Exchange situation continues to create a comparative weakness in the May, because of uncertainty of what value of Canadian dollar will be at that time.

Although crops in the Argentine and in Australia appear to be coming on well, there are eight million fewer acres of wheat there this year than last. Feeding of wheat to livestock has been going on at a heavy rate. Each successive report as to European harvest conditions emphasizes unsatisfactory returns and qualities. Some continental dispatches begin to hint at possibility of reduced import duties, although there is nothing to prove the idea is any more than in the air as yet. Doubts as to Russia's ability to export a great deal more wheat this year continue to grow. All these different factors are beginning to get into the background of the market.

Business Leaders Discuss Pros, Cons Of Wage Theories

Two Outstanding Industrialists Give Opinions on Relation of Wage Rates to Hours of Employment and Production

COST OF PRODUCTION STRESSED

Wages Must Come from Production, and the Lower Are Production Costs the More Will be Available for Wages, It is Argued

ARTICLE THREE—The Wage Problem in Canadian Industry

"Many people are misled by thinking that shorter hours or fewer days a week would give employment," says S. G. Blaylock, vice-president and general manager of Consolidated Mining and Smelting Co. of Canada, in reply to The Financial Post questionnaire as to the views of leading Canadian business executives as to the present wage situation in Canada.

"Employment today," he continues, "depends very largely on the purchasing power of the employees themselves. This excess purchasing power is the margin between their actual cost of living and their wages and is also materially affected by the price of the articles they wish to buy. In other words, if you cut the men's wages in order to make things cheaper, their available cash for purchasing is reduced.

Cost of Production Important

"Theoretically, the cost of production is reduced proportionately and things will go along eventually in much the same routine as before the cut. If you pay the same wage for a shorter time of work, while the men would have the same money to buy with, the cost of production would be higher and consequently they could not buy as much of the material they made as formerly. The situation generally would be aggravating.

"If you make a shorter week or shorter hours of work without cutting the wages in proportion to the time worked, the articles produced would cost the same but there is less margin between the cost of living and their total wages, so that again the situation would become aggravating. Consequently, this idea, which is the one that most people are trying to use at present, should be considered only as an expedient to get through this difficult readjustment period.

"The world is over-equipped with production plants and production workmen, and, in my mind, there will be no relief until the excess of these workmen return to small mixed farms where they can become self-supporting and can even absorb some of the world's mechanical production instead of being a drain, increasing the cost of this production. The reasons for the world being out of adjustment are fairly plain, viz., manufactures needed first for the war, then to supply war reparations, expenditures of war profits and expenditures of paper profits, which, to a large extent were never realized. While this latter cause has aggravated the situation, there is no doubt that the world is very largely over-equipped, and, as far as I can see, there is only the one solution, and that is—small land holders."

Lower Costs Needed

Another valuable contribution to this discussion was sent to us by one of the most outstanding industrial leaders in Canada. Unfortunately he asks that his name be withheld from publication, but representing as he does a firm which has plants in all parts of Canada and a wage-bill running into many millions of dollars annually his views are of interest to Canadian business.

"Wages," he says, "come out of the value of production. The lower the cost, the greater the proportion which can be assigned to the payment of wages. If goods are produced and sold, wages can be paid. The incentive must be to encourage trade which will create production and provide wages. If the disparity in values is retarding trade recovery, a greater equality in values should stimulate business."

"The prevailing discussion in regard to wages and salaries has brought forward many conflicting views. One school of thought believes that if high rates of wages can be maintained purchasing capacity is thereby assured. On the other hand, some regard as more important the purchasing power of wages, and believe that, as prices and cost of living generally are reduced, wages can shrink correspondingly without affecting the position of the wage or salary earner. Those who wish to maintain the purchasing power by higher wages apparently ignore the fundamental truth that wages are yielded only by production. If there is no profit in production it will cease. There is no profit unless there is a transaction of business.

"This continent has supported higher wages because of the greater average productivity of the worker. The individual worker in North America has had the assistance of a greater amount of power and machinery than elsewhere in the world. Consequently, his earning capacity has been greater.

"High wages can be paid only if goods are produced and sold at a profit. The worker is just as much interested in establishing conditions which will yield wages as is the owner of capital. The salaried classes are in a similar position. There can be no yield in the way of wages or salaries and no return on capital if trade stagnates.

Causes of Depression

"The present condition of business stagnation resulted from the effects of the war, undue speculation, unequal gold distribution, the low value of silver, and causes too numerous to mention. Throughout the war and the period following, prices, wages and values generally increased steadily. The world generally accepted standards of values greatly above pre-war figures, although the index figures of 1913 had shown a steady appreciation over the closing years of the previous century.

"Under all conditions, business is stimulated or retarded by values. If values are high, business is checked. On the other hand, business is stimulated by low values. If the prices of natural products are compared with pre-war figures they will be found to be lower. On the other hand, prices of manufactured products are higher. This disparity in values retards trading.

"The origin of trade was simple barter. The business of the world today is, in effect, barter, but money is used as the medium of exchange to facilitate the transactions. If money was eliminated from the picture today the situation would stand out in clearer perspective. The farmer is required to use three bushels of wheat at present prices to purchase what one did less than two years ago. Naturally, his crop will not purchase as much, even if the volume of the crop remains constant. It is quite clear, therefore, that trading is discouraged. This example can be applied to hides, butter, eggs, or to the producers of cotton, zinc, lead, coffee, lumber, etc. Unless relative values which appear to be reasonably fair and equal are presented on both sides of the trade, business is bound to languish. Our prosperous conditions result when the equality in values encourages the utmost rapidity in exchanges.

"Wages were advanced during and following the war. Prices increased in sympathy with mounting costs. In general, the increased wages were absorbed by increased prices.

Purchasing Power of Wages

"The only value of wages is their purchasing power. If the purchasing power is maintained the rate per hour or per day or per month is immaterial. There is no profit in a high wage rate if prices increase correspondingly. If wages, costs, and prices ascend in a spiral, the danger is that the cost of services and the prices of many articles will exceed the reach of the buyer,—that inevitably happens if prices are advanced to an undue extent.

"The existing depression is attributed to over-production, yet excessive stocks are not, in many cases, the cause. On the other hand, many examples are available to show that the world's consumption is very much reduced. Such a condition must result if peoples cannot trade with one another, or if the value of wheat and cotton is too low to buy the product of others.

"There has been no real advantage in wages which have doubled when prices have increased correspondingly. There should be no hardship if wages are reduced and prices follow suit. The purpose, therefore, of wage reductions is to place the cost of manufactured goods and services within the reach of other producers whose purchasing power has been very seriously reduced by the fall in values, which applies to agricultural and many other natural products.

Low Prices Encourage

"Each attempt to improve the relative values, as between buyer and seller, will encourage more transactions. Low prices of natural products will encourage consumption, and lower prices of manufactured articles will broaden the demand. As values reach a greater equality, the volume of business will undoubtedly improve. This does not necessarily mean the shrinkage in wages must match the shrinkage in prices of wheat or copper, for instance. The price level of everything influences its particular market. Greater activity resulting from better values of manufactured articles increases the demand for some raw material. As such activities increase, influences are set in motion which will improve the values of natural products.

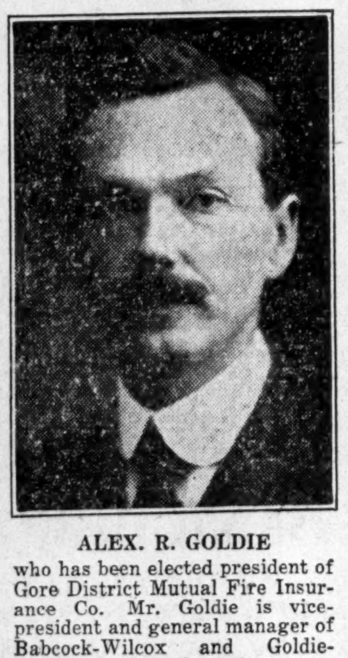
"The greatest difficulty in the present situation is that many persist in holding to nominal wages instead of considering the purchasing power of wages. Wage cuts can be made without injury, providing prices decline correspondingly. Prices have declined, and the movement continues. In many transactions involving goods and services the ability of the purchaser to pay establishes the price. In commerce and industry there is a broad acceptance of the idea that trade can be encouraged by better values. Retail prices may lag behind declines in wholesale prices, but the retailer will require to reduce his ideas regarding his annual earning capacity. He will be able to do so under lower living conditions.

Depreciation Destructive

"It would be impossible for the world to continue to depreciate the purchasing power of the dollar, as occurred during the war, without destroying the very foundations of the financial structure. The borrowing of money under bond mortgages would completely cease if the purchasing power of the dollar loaned against a twenty or thirty year bond would be cut 25 or 50 per cent by the time the loan reached maturity.

"It seems reasonable to conclude that the advance in prices on the North American continent has been excessive. Costs of production and, consequently prices, are high compared with Europe. Such conditions place the producer in North America at a disadvantage. They make the market one attractive to the external producer. The lowering of costs and the lowering of domestic prices will create a condition of greater security. There are no grounds for feeling that wages on this continent will not be maintained at a much higher level than Europe. These higher wages result from greater ingenuity, higher average skill on the part of the worker, a greater desire to work, and the use of a larger amount of power and machinery per unit produced."

New President



ALEX. R. GOLDIE

who has been elected president of Gore District Mutual Fire Insurance Co. Mr. Goldie is vice-president and general manager of Babcock-Wilcox and Goldie-McCulloch, Ltd.

COTTON MILLS TEND TO GAIN BY EXCHANGE

Premium on U. S. Funds Gives Added Protection

RAW COTTON PRICES

Dominion Textile's Plants Still Operate at Low Rate of Capacity

From Our Own Correspondent

MONTREAL. — The Canadian cotton textile industry, always sensitive to factors which have a bearing on imports of competitive goods, is benefiting rather than suffering through the vagaries of exchange. Through recent governmental action the threat offered by low-priced British goods, following the decline in English currency, has been thwarted, while further action in regard to the valuation of American imports has tended to raise the tariff barrier between Canada and the United States.

In short, the situation regarding competition from British imported cotton goods is unchanged with imports valued at $4.86 to the pound sterling plus regular tariff and dumping duty. While the importer bemoans his fortune the manufacturer breathes again since he is still able to compete with the British manufacturer on the basis which existed prior to the slump in the pound.

Protection From U. S.

As regards imports of finished goods from the United States the situation is improved as far as the Canadian manufacturer is concerned, for the importer must pay duty on values which include the premium on United States funds. This benefit is offset to some extent by the fact Canadian mills must pay for raw cotton purchases in United States funds.

Apart from these factors there is little encouragement to be seen in the operations of cotton manufacturers in Canada. Mills for the most part are working at a low rate of capacity. The demand which usually makes its appearance at this time of year is lacking.

"Textile" Plants Slack

Plants of Dominion Textile Co., the largest unit in the industry in Canada, are operating around 50 per cent of capacity while the customary prospects of fall business are vague. At this time last year the company's mills had been speeded up to around 80 per cent of capacity, but stocks on hand at the present time preclude the feasibility of such a procedure today.

Much the same situation exists in this manufacturer's tire fabric companies. Orders have fallen to a low point and it is not unlikely that the plants could take care of all tire fabric business this month out of inventory alone. Prospects for November are more encouraging.

A glance at Canadian Cottons reveals a similar situation. This company's plants are not operating at much more than 50 per cent of capacity and there is no reason to believe that earnings are showing improvement over last year. Montreal Cottons has been the most notable exception and some gains were made in the first seven months of the year. This, however, must be viewed in a comparative light since heavy losses were sustained in 1930.

Half Year Ended

Dominion Textile Co. completed the first half of its current fiscal year on September 30. The company issues no interim figures on earnings but in the light of operations since the beginning of the financial year, gains in earnings as compared with last year do not appear probable. Continued low rate of operations tends to increase working expenses, keen competition narrows the margin of profit on sales.

Not much encouragement can be gained from the trend of raw cotton prices during the company's current fiscal year. During the summer there has been a steady drop in prices until recently they touched a low of 5.32 cents a pound. Since that time there has been a stronger tendency, at present quotations are around 6.62 cents.

Last Year Cotton Varied

However, so far Dominion Textile has not been called on to face the wild fluctuations recorded by raw cotton in its last fiscal year. In the opening month, April, 1930, prices were 16.79 cents, dropping to 9.26 cents in December and closing at 10.68 cents at the end of the fiscal year March 31. The difference between high and low in the year, therefore, was 7.53 cents a pound.

The effects of this spread found reflection in raw cotton as carried in the company's balance sheet. At March 31, 1931, these totalled $667,155 or a drop of $1,368,000 as compared with the previous year. A continued improvement in raw cotton this year might have an appreciable benefit on the final showing made by the company.

Affects Selling Prices

The vital part which cotton prices play in earnings was revealed in a 20 per cent decline in Dominion Textile dollar sales last year, a drop which was almost entirely accounted for by the lower prices at which goods were sold. Net earnings were lower but after addition of interest and profit on sale of investments and deductions of all charges there remained a sum equal to $5.06 a share on the common stock. This was sufficient to cover dividend needs of $5 a share and leave a margin of $17,517 which compared with a similar surplus of $286,620 in the previous year.

The company's strong cash position enables it to carry out improvements to plant in good times and bad. At present work is going forward on installation of equipment which will enable manufacture of corduroys and velveteens, a line which has hitherto not been manufactured on a commercial basis in Canada. This unit should be in production by the end of the year and will add another line to the wide diversification of production undertaken by the company.

C. I. CORP'S COLLATERAL BELOW NEEDS

(Continued from page 1)

The investment policy has rested entirely with the management.

Headed by Gundy

The officers of the company are two in number. J. H. Gundy is president and J. W. Grant, secretary-treasurer. The directors include George H. Montgomery, Sir Herbert Holt, C. B. McNaught and Thomas R. Harrison, as well as J. H. Gundy.

The extent of the financing has already been mentioned.

$32,000,000 in Cash

In the officially published prospectuses it was stated that the bonds, preferred stock and common shares had been underwritten on terms which would provide the corporation with not less than $32,000,000 in cash. All expenses of organization, including legal fees, etc., were assumed by the underwriters, Wood, Gundy & Co.

From the fact that collateral against the bonds has fallen below 125 per cent, it is apparent that the assets of the company have shrunk between 40 and 50 per cent in a period of thirty-one months.

Security Interest Limited

Marketability of Consolidated Investment Corp. securities is very limited. The bonds have a nominal value of around 45. There has been little or no trading in the preferred and common stocks for some time.

Buffalo Exporters Alarmed by Discount

From Our Own Correspondent

BUFFALO.—The effect of the high discount rate on sales of United States goods in Canada has led the Buffalo Exporters' Association, which operates under the Chamber of Commerce, to undertake some enquiry with a view to lodging protests, if sufficient ground appeared to exist. The effort to obtain more detailed information, however, has not been very encouraging. While the local responsibility for the rates rests with the Buffalo Clearing House, its decisions naturally are governed by the rates quoted in the financial centre at New York.

Facilities for Service

With six active departments each headed by experts in their respective line we have complete facilities for rendering helpful and efficient services.

Crown Trust Company

CROWN TRUST COMPANY · EXECUTORS · TRUSTEES · AGENTS

William I. Gear - - - President
Arthur Lyman - - Vice-President
F. G. Daniels - - Vice-President
Irving P. Rexford - Gen. Manager

St. James Street · Montreal

£

To Assist You In Making Your Will

we have prepared a very interesting booklet in descriptive form which is now ready for distribution. It is known as "Wills and Testamentary Trusts" and contains much information of value to those who contemplate making or revising their Wills.

Write or call for a copy

THE STERLING TRUSTS CORPORATION
Sterling Tower, TORONTO
Branch:—REGINA

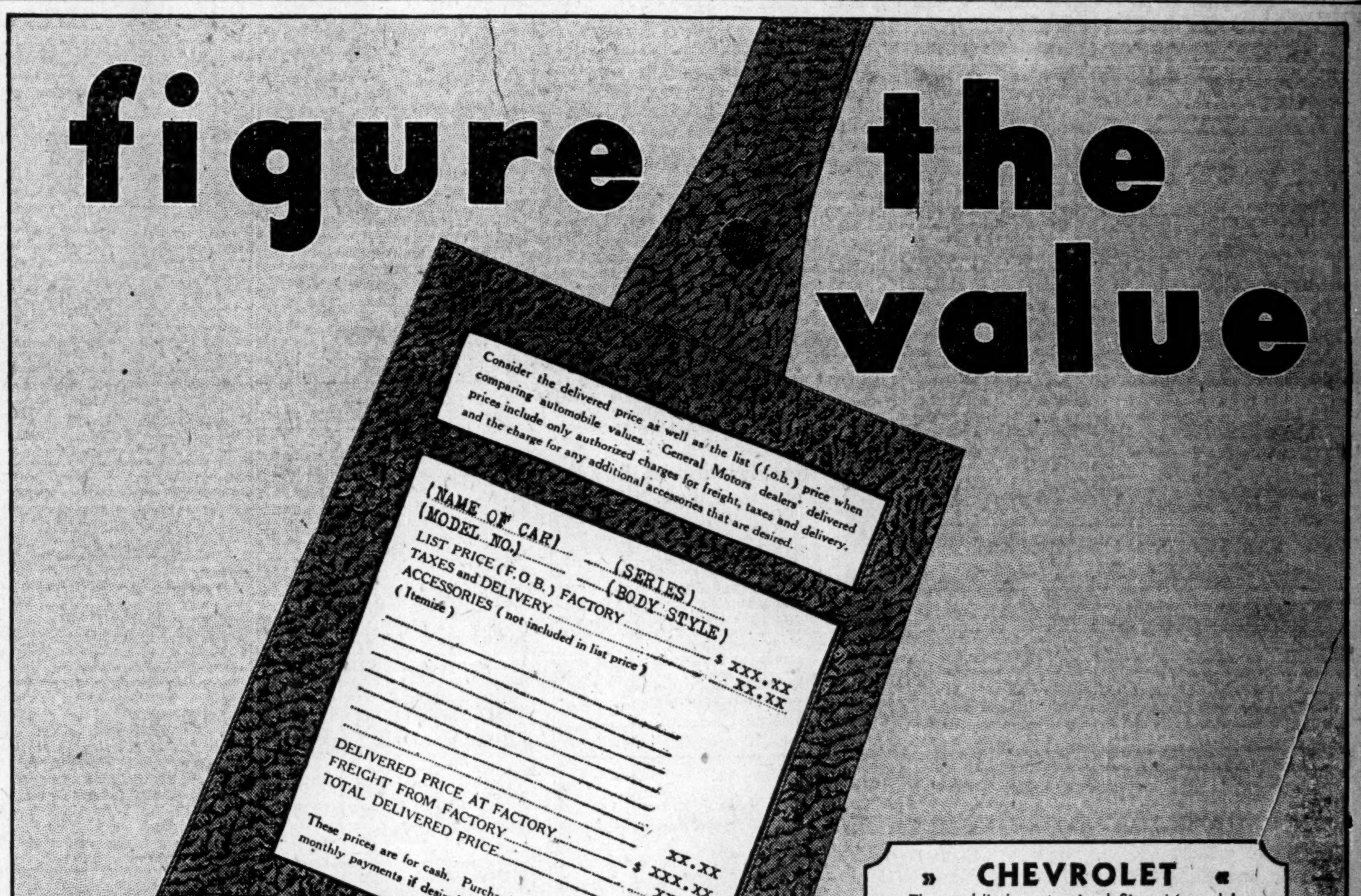


figure the value
Consider the delivered price as well as the list (f.o.b.) price when comparing automobile values. General Motors dealers' delivered prices include only authorized charges for freight, taxes and delivery, and the charge for any additional accessories that are desired.
(NAME OF CAR) (SERIES)
(MODEL NO.) (BODY STYLE)
LIST PRICE (F.O.B.) FACTORY $ XXX.XX
TAXES and DELIVERY XX.XX
ACCESSORIES (not included in list price) (Itemize)
DELIVERED PRICE AT FACTORY XX.XX
FREIGHT FROM FACTORY $ XXX.XX
TOTAL DELIVERED PRICE XX.XX
$ XXX.XX
These prices are for cash. Purchase may be financed on convenient monthly payments if desired.

APPROACH your motor car purchase carefully, and act only after you have definitely checked each item of cost. Consider the delivered price as well as the list (f.o.b.) price. General Motors dealers' delivered prices include only authorized charges for freight and delivery, Government Taxes and the charge for any additional accessories that may be desired. Your dealer will show you frankly these fair and reasonable charges. Inspect the car of your choice today. Drive it. Test it thoroughly. Verify for yourself the extra values that General Motors cars offer. Then consider the details and low rates of the GMAC time payment plan. Give thought to the protection you receive from the Owner Service Policy, the broad and generous provisions of which are enforced by the thousands of General Motors dealers throughout Canada and the United States. See your dealer today—check carefully with him and figure General Motors outstanding value.

Look in the classified pages of your telephone book under "General Motors Cars" for the address of the nearest dealer

» CHEVROLET «
The world's lowest priced Six. 14 models listing from $610 to $840 at factory, taxes extra. The most popular car in Canada—because, with beauty and smoothness, it combines rigid economy.

» PONTIAC «
"A fine car, a modern car, a General Motors value". 6 models, listing from $875 to $1,015, at factory, taxes extra. Over 40 points of rubber insulation in the chassis absorb engine vibration, noise and road shocks.

» OLDSMOBILE «
6 models, listing from $1,085 to $1,230 at factory, taxes extra. A car of superb performance selling at the price of an ordinary six. Includes such advanced engineering refinements as the famous Syncro-Mesh transmission and Down-Draft carburetion.

McLAUGHLIN-BUICK
22 models, listing from $1,290 to $2,660 at factory, taxes extra. More than 8 out of 10 McLaughlin-Buick owners buy McLaughlin-Buicks again and again. Every McLaughlin-Buick has the non-clashing Syncro-Mesh transmission and Engine Oil Temperature Regulator.

» CADILLAC «
Over 50 models available ranging from the Cadillac V-8 at $3,520, and the Cadillac V-12 at $5,130, up to the Cadillac V-16 with custom bodies for $15,000 and more. All prices at factory, taxes extra. The world's finest cars.

GM GENERAL MOTORS PRODUCTS

GENERAL MOTORS CARS HAVE OUTSTANDING VALUE

Utilities and Transportation

BELL TELEPHONE HOLD OPERATIONS NEAR 1930 LEVEL

Returns Show Small Decrease to End of September

From Our Own Correspondent

MONTREAL. — Operating returns of the Bell Telephone Co. of Canada for the first nine months of the current year are not much below those reported for the same period in 1930.

According to C. F. Sise, president of the company, long distance toll traffic this year shows a reduction of 3¾ per cent, but against that there has been an increase of about 1 per cent in exchange and miscellaneous revenues.

Increased plant in service involved an increase in charges, but expenditures have been limited.

Sales Promotion Helps

Unsolicited business of the company has shown a marked reduction, but this has been counterbalanced by the marked success attained by an increase in sales promotion staff, while the selling activity of employees, not regularly employed as sales people, was reflected in 29,876 sales, with an annual revenue value of $576,000.

Issues Official Statement

Following is the complete and official statement issued by C. F. Sise on operations for the first nine months this year:

"Of course, there has been a marked falling off in offered business—that is, in the regular applications for various types of telephone service which come to us unsolicited. On the other hand, a largely increased promotion force has had marked success in stimulating installations. Furthermore, every Bell Telephone employee is now on the alert for opportunity to extend the company's services. The growth in this employee selling activity may be illustrated by the fact that in the year 1929, 27,700 sales were made by employees not regularly employed as salespeople. In the first eight months of 1931, such employees made 29,876 sales with an annual revenue of $576,000.

"Up to the end of September our long distance business was 3¾ per cent below the same period of last year, while exchange and miscellaneous revenues increased about 1 per cent. However, due to the increased plant in service, annual charges are up somewhat, but as a partial offset to this, our expenditures have been under rigid control. On the whole, the results indicate the stability of our business."

No reference is made to the revenue received by the company. It is to be inferred, however, that profits are on a lower scale than last year, when there was a net operating income of $5,416,328. This was after taking care of all operating expenses, bond interest and bond discount, but before payment of common stock dividends which totalled $5,681,072, leaving a net deficit for the year of $264,744. This was taken out of corporate surplus, which stood at $6,090,807 at the end of last year.

Public Utility Earnings

	1931	1930	Decrease
B. C. Power			
August:	$	$	$
Gross	1,126,959	1,194,390	67,431
Expns.	622,605	645,156	22,551
Net	504,354	549,234	44,880
2 Mos. Ended August 31:			
Gross	2,258,900	2,390,629	131,729
Expns.	1,275,011	1,285,921	10,910
Net	983,889	1,104,708	120,819
Winnipeg Electric			
August:	$	$	$
Gross earn. ...	439,521	446,130	6,609
Oper. exp. ...	326,858	343,421	16,563
Net earn.	112,663	102,709	*9,954
8 Mos. Ended August 31:			
Gross earn. ...	3,850,389	4,161,460	311,071
Oper. exp. ...	2,710,892	2,900,922	190,030
Net earn.	1,139,497	1,260,538	121,041

Give Approval To End Career Canada Power

From Our Own Correspondent

MONTREAL. — Canada Power and Paper Corp., formed in 1928 as a company which grew to be the largest producer of newsprint in Canada, passed out of existence on October 19. At a meeting of common shareholders on that day formal approval was given to the plan whereby the company is acquired by Consolidated Paper Corp.

The meeting was the first of several similar gatherings which will be held by holders of securities of the various companies which comprised Canada Power and Paper. Of the 1,347,790 common shares of Canada Power outstanding, 1,293,925 shares were represented at the meeting and voted unanimously in favor of the resolutions offered. Though a few shareholders were present there was nothing for them to do since their shares, deposited with the Securities Protective Committee, were voted for them.

Under the plan common shareholders of Canada Power and Paper will receive one share of Consolidated Paper Corp. for each ten held. In this way 134,779 shares of the new company will be issued.

WELLAND CANAL SHOWS INCREASE IN SIX MONTHS

Other Systems Not Nearly So Busy as During 1930

Welland Canal alone in the Canadian canal system records a gain in freight traffic during the first six months of the 1931 season, according to an analysis made this week by The Financial Post. Traffic through that canal shows an increase over 1930 of nearly 15 per cent in the number of vessels; a 25 per cent increase in registered tonnage and an 18.7 per cent increase in the number of tons of freight carried.

Sault Ste. Marie—the busiest of all our canals, shows a drop in the number of vessels of 24.4 per cent while registered tonnage in the six month period is lower by 39 per cent. These figures apply both to the U. S. and Canadian canals. Number of passengers carried through the Sault locks is lower by 40 per cent while tons of freight carried amounted in the six month period since opening of navigation to only 35,025,500 tons or a decline of 48.6 per cent from the corresponding figure of 1930.

The St. Lawrence system fared considerably better The Financial Post analysis shows, the actual number of vessels passing through these canals being actually 13 per cent above the 1930 total although registered tonnage was 2.9 per cent less. Passengers carried decreased by 15 per cent while tons of freight were lower by 2.7 per cent.

The following table shows the results of The Financial Post survey based on monthly returns published by the Dominion Bureau of Statistics at Ottawa.

First Seven Months (April-Sept. incl.)

	1931	1930	% change 1931
No. of Vessels:			
Sault Ste. Marie	9,957	13,140	—24.4%
Welland	4,403	3,835	+14.9%
St. Lawrence	8,048	7,119	+13.0%
Registered Tonnage (tons):			
Sault Ste. Marie	28,695,900	47,055,900	—39.0%
Welland	5,105,300	4,071,500	+25.4%
St. Lawrence	4,411,900	4,543,400	— 2.9%
No. of Pass. Carried:			
Sault Ste. Marie	27,009	44,932	—40.0%
Welland	....	....	
St. Lawrence	43,718	51,664	—15.0%
Tons of Freight Carried:			
Sault Ste. Marie	35,025,500	58,357,600	—48.6%
Welland	5,364,600	4,519,000	+18.7%
St. Lawrence	4,546,700	4,676,900	— 2.7%

LAKE SHIPPERS OPPOSE TACTICS OF U. S. VESSELS

Canadian Operators Say Foreign Vessels Are Evading Act

From Our Own Correspondent

MONTREAL.—Canadian operators on the Great Lakes have petitioned the government to the effect that foreign-owned vessels are evading the Canada Shipping Act provisions in the matter of carrying grain from Fort William to Montreal.

It is charged that the foreign-owned vessels take on grain at Fort William and go to Buffalo, where the grain is transferred to other vessels which take the grain on to Montreal. As a result of this practice, it is stated that Canadian vessels are losing a large amount of trade.

Are Evading Provisions

Provisions of the Canada Shipping Act are being evaded, it is alleged, and petitions have been presented for a revision of the statute to afford a protection similar to that afforded foreign-owned shipping by the laws of their respective countries.

Section 935 of the Canada Shipping Act provides that "no goods or passengers shall be carried by water from one port of Canada to another except in British ships," and it further provides that "if any goods or passengers are carried contrary to this section the master of the ship so carrying them shall incur a penalty of $400 and any goods so carried shall be forfeited as smuggled."

U. S. Law Enforced

The United States law is specific on this point and it affords to American-owned shipping the protection which the Canadians ask for theirs. The United States law provides that "no merchandise shall be transported by water, under penalty of forfeiture thereof, from one port of the United States to another port of the United States, either directly or via a foreign port, or for any part of the voyage, in any other vessel than a vessel of the United States."

Objection is taken by Canadian shipping men, also, to the provision of the Canada Shipping Act, section 938, whereby the Governor-in-Council may from time to time, by order-in-council, declare that the foregoing provisions shall not for the period specified in such order in council apply, either throughout Canada or in any specified waters of Canada, to ships or vessels or to any specified ascertained or ascertainable class or number of ships or vessels of any foreign country." This suspension of the Canada Shipping Act has been effected many times to enable ships of foreign register, including United States ships, to take grain from the head of the lakes to Georgian Bay ports for winter storage. Application for this suspension is unlikely this fall owing to the small amount of grain to be carried and stored.

Regular Hudson Bay Rail Service Likely Next June

Commencement of regular operation of the Hudson Bay railway freight and passenger service will probably coincide with the opening of navigation into the port of Churchill in 1932, which is generally the second or third week in June, according to a statement made by Sir Henry Thornton, president of the C.N.R. reported by the Leader-Post, Regina.

He indicated that the success of the new sea route depended chiefly upon the use to which it is put during the period it is open for navigation.

EXCHANGE RATE IS DETRIMENTAL TO DOM. POWER

Bonds Due April, 1932, Are Payable in U.S. Funds

Book value of common stock of Dominion Power & Transmission Co. is indicated at $20.15 a share in an official estimate of assets and liabilities as they will appear on June 30, next. The statement has been forwarded to shareholders of the company in order that they may be informed although it is stated that it is necessarily hazardous to make a forecast with any degree of accuracy as to the ultimate net value of the ordinary shares of the company on which liquidation payments totalling $60 per share have already been made.

All known claims have been included in the statement which shows total assets consisting of cash and bonds amounting to $6,201,697 and liabilities to other than common shareholders, of $4,811,588. Final adjustments have not been made and unforeseen claims and circumstances may arise. Final payment to be made to shareholders will depend largely upon the price received from the sale of bonds of the Hydro-Electric Power Commission of Ontario which were received in part payment for properties of the company. These bonds form the principal asset of the company which still holds $5,350,000, 5 per cent bonds and $500,000 4¾ per cent bonds of the commission.

Exchange Rate Important

The principal liability of the company is $4,802,000 of 5 per cent first mortgage serial bonds due April 1, 1932. These bonds are payable in Chicago or New York and the premium on United States funds is now abnormally high. If the present exchange situation prevails when the bonds mature it will have a very serious effect on the final returns to shareholders. With New York funds currently running at a premium of 12 per cent, an additional $575,000 would be required to redeem the bonds if they had come due at the present time. This premium would amount to some $8.35 per share on the 69,000 shares of common stock outstanding.

Following sale of the assets of the company in August, 1930, to the Hydro-Electric Power Commission of Ontario for $21,000,000 in bonds of the commission, shareholders were advised that the equity of the common shareholders would be approximately $70 per share. A total of $60 per share has been paid to date and had there been no serious disturbance in the exchange market it would appear that shareholders would have received nearer $80 per share than $70 upon final distribution of assets. Developments during the next few months will have a decided effect upon the amount available for final distribution.

The following estimate of assets and liabilities of the company as of June 30, 1932, has been prepared by directors of the company.

Assets	$
Cash	132,884
Bonds:	
Hydro Electric 5's	5,350,000
Hydro Electric 4¾'s	500,000
National Trust Company:	
Dom. Pwr. & Trans. bond int.	153,375
Ham., Grimsby & Beam. Ry. bonds	1,361
Ham. Cat. Power, Light & Trac. bonds	64,077
	6,201,697
Liabilities	
Bonds:	
Dom. Pwr. & Trans., due 1932	4,802,000
Ham. Elec. Light & Cat. Pwr.	3,000
Dividends unpaid:	
Dom. Pwr. & Trans. Co.	3,476
Bond interest unpaid:	
Ham. Cat. Power, Light & Trac.	3,100
Ham., Grimsby & Beam. Ry.	..12
Common stock (69,000 shs.)	*1,390,109
	6,201,697

* Equivalent to $20.15 a share.

CAN. NORTHERN OFFERING STOCK TO CUSTOMERS

Fourth Campaign Covers Allotment of 5,000 Shares

From Our Own Correspondent

MONTREAL.—Canada Northern Power Corp. initiated this week its fourth customer-ownership campaign, with an offering of 5,000 shares of seven per cent cumulative preferred stock. Sales are being restricted to 10 shares per customer in order to secure as wide distribution as possible among those resident in the territory served by the utility. Payment is made on monthly terms.

The other three campaigns conducted by Canada Northern Power resulted in the disposal of substantial blocks of preferred stock. In 1928, 2,500 shares were offered and applications received for 3,300. The following year 5,000 shares were allocated for the purpose and the sale closed with the full allotment subscribed for in ten days. Last year 5,000 shares were again offered and 1,762 customers applied for 5,059 shares.

Over 4,000 residents in the territory served are now shareholders in Canada Northern Power through the purchase of preferred stock in customer ownership campaigns, approximately one customer in every two and a half being a shareholder.

Operations of Canada Northern Power closely reflect that of the gold mining industry of Northern Ontario and Quebec. While Northern Ontario gold mines increased output of gold by 14.5 per cent in the first half of the current year, Canada Northern Power increased its output of electrical energy by 14.5 per cent in the same period. For the eight months of the fiscal year ended August 31 last, the corporation recorded an increase in net earnings of $92,962, or 6.6 per cent over the same period last year.

Mont. Power & Shawinigan Taken Off N. Y. Curb

From Our Own Correspondent

MONTREAL. — Common stocks of Montreal Light, Heat and Power Co., and Shawinigan Water and Power Co. have been suspended from trading on the New York Curb Market, at the request of the Montreal Stock Exchange. It was said that both issues had been selling at higher prices in Montreal than in New York and that because of restrictions on arbitrage the former exchange had asked that dealings in New York be stopped.

SIN-MAC LINES DEFERS INTEREST FOR SIXTY DAYS

Conserve Cash Position Pending Improved Business

From Our Own Correspondent

MONTREAL. — Interest payments on the first mortgage bonds of Sin-Mac Lines due October 1 have been deferred for a period of 60 days.

Sin-Mac Lines had outstanding at the end of 1930, $1,465,000 of 6 per cent, 20 year, first mortgage bonds; the original issue comprised $1,500,000. Interest is payable in Canadian, New York or sterling funds, the half yearly payment totals $43,950.

Had Loss Last Year

Operations in 1930 resulted in a net operating profit of $11,021 while after interest and depreciation there remained a loss of $225,536. Preferred dividends on the $906,000 of 7 per cent preferred stock were deferred in October 1930.

Sin-Mac Lines, representing a merger of five towing, wrecking and salvaging businesses, was formed in 1928. Through the consolidation the company now controls the greater part of this business in the Great Lakes and the main highways of navigation from Fort William to the Atlantic seaboard.

Had Unfortunate Start

The merger, however, was conceived at an unfortunate time. In the next year the decline in shipping, which has affected all operations on the Great Lakes, became apparent and has steadily grown worse. The movement of grain has become lethargic and all movement of shipping, which provides revenue for activities of Sin-Mac Lines, has shown marked reduction in the past two years.

Further, the company last year obtained little earnings from its salvage department. This division is generally active in the late fall when weather conditions on the Great Lakes often bring disaster to vessels; in 1930, however, good weather and less shipping resulted in a sharp reduction in activity in salvage work for Sin-Mac.

FOREIGN POWER SHAREHOLDERS ADOPT BY-LAW

Set Book Value of $12 on No Par Value Common

From Our Own Correspondent

MONTREAL.—Shareholders of Foreign Power Securities Corp. have ratified a by-law permitting the placing of a book value of $12 a share on the company's common stock. In this way, Foreign Power will be able to show separate capital and surplus items on its balance sheet.

This company came into being early in 1927 as a holding concern for hydro-electric and public utility securities of companies operating, primarily, in France. It has acquired substantial stakes in several of the more important French utility properties, which collectively control 77 hydro-electric plants and 27 steam plants with a total installed capacity of 557,600 h.p.

During the first two years of operations the company was able to report fairly substantial earnings on its junior security. Share profits rose from $1.18 in the 18 months ended October 31, 1928, to $3.52 in the following twelve months period. Conditions in the 1930 fiscal year were not altogether satisfactory, and share earnings dropped to 95 cents.

At the end of the last fiscal year Foreign Power had 125,000 shares of no par value common stock outstanding, which amount was carried on the balance sheet at $2,660,000. Surplus account was credited with $507,544. As a result of the approval of the by-law, the next balance sheet will likely show the common at $1,500,000, and the difference between the old and new figure—$1,160,000—credited to the surplus account.

INTERNAT. HYDRO PAY CASH DIVIDEND

Security Holders Lose by Taking Payment in Stock

From Our Own Correspondent

MONTREAL.—Assuming that Class "A" stockholders will prefer the cash option of 50 cents, instead of payment in stock, International Hydro Electric System—controlled by International Paper and Power Co.—has mailed cheques for the dividend payable October 15 to all shareholders, who have not specifically asked for their dividends in stock.

Due to the conditions today prevailing in the security market, shareholders can take the current dividend in cash and purchase almost twice as much Class A stock in the open market as they would receive if they took the regular stock dividend. Under the circumstances, the company feels justified in assuming that shareholders will prefer cash even where they have failed to give notice of their preference.

Reason for Action

In announcing this special procedure adopted for the current dividend, A. R. Graustein, president, says in part in a letter to Class A shareholders:

"A large number of shareholders have always preferred to let their income accumulate by taking their quarterly dividends as declared in stock at the rate of one-fiftieth of a share of new stock for each share held. Due, however, to the extraordinary conditions now prevailing in the security markets, these shareholders can for the dividend due October 15, take the cash alternative option of fifty cents a share and at today's price purchase therewith in the open market almost twice as many shares of Class A stock as they would receive as the regular stock dividend.

"We find that many shareholders have not exercised the option to take cash under the terms of the dividend notice sent September 15, and thus stand to lose almost half the immediate value of the dividend declaration. We assume that this was through over-sight on their part and for that reason are taking the liberty of paying the dividend to them in cash."

CANADA ELECTRIC CONCLUDING PLAN OF RENOVATIONS

Over $500,000 Spent on New Equipment and Plant

From Our Own Correspondent

MONTREAL. — Canada Electric Co. is bringing to completion its development programme at Maccan, N.S., which was started nearly twelve months ago and has involved a capital outlay of more than $500,000. The complete project includes a new outside substation with outdoor transformers and switching equipment and interlocking and remote control system, all electrically operated.

The feature of the plant is a 750 h.p. boiler with modern auxiliary equipment and designed to burn pulverized coal. The roof of the power house had to be raised to permit of this installation.

An extension has been made to the coal bunker and automatic conveying system. A new turbo-generator of 8,500 h.p. has been installed, bringing the capacity of the plant up to 16,500 h.p.

The level of Harrison Lake has been raised three feet by additions to the dam and the installation of a special gauge provides better control of the water supply for condensing purposes.

New Intake Channel

A new intake channel was constructed to house the screening equipment and condenser pumps. Further a new condensing water discharge channel has been constructed to divert the discharge condenser water to a point where the higher temperature will not affect the desired temperature at point of supply of intake.

Interior plant improvements include, among other things, a new eight panel main switchboard. All auxiliary power control gear is housed in a separate building erected for that purpose adjacent to the main station building.

Other extensive alterations have been made to the building and equipment to co-ordinate operations of the plant. Better service to customers is seen in the construction of a new 22,000-volt transmission line from Chignecto to Amherst, as well as one from Maccan to Joggins.

Evidence of the growth of the territory supplied by Canada Electric is seen in the statement that the company's output of power has increased by 12 per cent during the past twelve months, as compared with the same period in the preceding year.

International Utilities Drops Offer For Nassua

The proposed acquisition of Nassua Management Corp. by International Utilities Corp. has been abandoned. In August an offer of purchase was made by International Utilities Corp. and was accepted by the managers of Nassua Management Corp.

Under the proposal made at that time, shareholders of Nassua Management Corp. would have received two shares of International Utility class B stock for each share of Nassua held or, as an alternative, one share of International class B stock and one share of $1.75 preferred stock for each share held.

Winnipeg Electric Co. Net Profits Off $121,041

From Our Own Correspondent

MONTREAL. — Winnipeg Electric Co.'s gross earnings for the first eight months of the year, as reported by the company, amount to $3,850,389. This is a reduction of $311,071 as compared with the corresponding period in 1930. Net for the eight months, after allowance for operating expenses is reported at $1,139,497 compared to $1,260,538 in the corresponding period in 1938, a decrease of $121,041.

5% to 5.75% from
Government and Municipal Bonds

Write Now for New List

We have just prepared a new list of Canadian Government and Municipal Bonds. This list will be gladly forwarded on request. Bonds are obtainable affording yields from 5% to 5.75% with sound security.

Wood, Gundy & Company
Limited

Toronto Montreal Winnipeg
Vancouver New York London, Eng.

BRAZILIAN PAYS CASH DIVIDEND, STOCK GOES UP

Government Pays Scrip on Obligations, Helping Exchange For Moment

By declaring a 25 cent cash dividend payable to common stock holders on December 1, 1931, Brazilian Traction Light & Power Co. will have made total payments for 1931 of 4 per cent in stock and 50 cents in cash.

The stock dividend was resorted to because of the demoralization of the exchange situation in consequence of Brazil's unsatisfactory trade and financial relations with the rest of the world. This made payment in cash rather difficult and the matter was still further complicated by a successful revolution.

In 1928 when the old common stock of $100 par value was split into four no par value common shares, first dividends on the new stock were at the rate of $1.76 annually but this in 1929 was raised to $2 annually. Revolutionary disturbances and exchange difficulties resulted in the payments of 1930 being made $1.50 in cash and 3 per cent in stock dividends.

The paying of another cash dividend even after the Brazilian Government has discontinued sinking fund and cash payment of interest on Government bonds indicates that the company is still managing to find considerable funds to forward to Canada. The fact that the Government is not for the moment in the market for funds to meet outside obligations has given some ease to the position of companies which desire to meet their outside obligations by changing milreis into dollars or pounds. The report that scrip will be used by the Government to meet its foreign obligations also lessens for a time the pressure on exchange.

That explains why common stock ran up quickly from 10 to 13.

Plan Increased Production

The plant of the International Bitumen Company at the tar sand beds north of Fort McMurray, Alberta, is producing 20 barrels of pure dry bitumen a day, and changes in the plant which are planned to be made this winter will bring the daily production to 200 barrels.

TRAFFIC ON CANALS LOWER LAST MONTH

Reflects Situation of Canada Steamship Lines

From Our Own Correspondent

MONTREAL.—Canal traffic, which reflects to some extent the activities of Canada Steamship Lines, showed decreases in September. Total freight through the Canadian and United States locks at Sault Ste. Marie amounted to 7,126,234 tons, compared with 10,347,258 tons in September, 1930. Wheat was particularly light, amounting to only 18,855,618 bushels as against 45,444,356 bushels in September last year. In the Canadian lock, however, tonnage increased by 110,000 tons to 306,197 tons.

In the Welland Canal, tonnage was slightly lower at 968,763 tons compared with 979,532 tons in September, 1930. Total tonnage to the end of September, however, amounted to 5,364,577 tons against 4,519,040 tons in the same period last year, reflecting usage of the new locks.

Total traffic on the St. Lawrence Canals amounted to 710,753 tons which was a decrease from September, 1930, traffic of 203,285 tons. The larger decreases included 136,534 tons of wheat at 203,159 tons, though petroleum, oils and gasoline increased by 41,194 tons to over 82,000 tons and flour at 24,949 tons shoed a gain of 18,062 tons.

ANALYSES AND TESTS

ARE THE ONLY STATISTICS THAT MEASURE THE QUALITY AND SERVICE VALUE OF YOUR PRODUCTS BEFORE THE USER FINDS THEM OUT. THE LABORATORY IS YOUR PROVING GROUND.

MILTON HERSEY
COMPANY, LIMITED
INDUSTRIAL CHEMISTS
AND ENGINEERS
MONTREAL - WINNIPEG

Today's Opportunity

CURRENT prices of sound bonds and shares of leading Canadian utility and industrial companies present an unusual opportunity for the discriminating investor.

We recommend for Conservative Investment

British Columbia Power Corporation - - 5½% - 1960
Canada Northern Power Corporation - - 5% - 1953
Montreal Island Power Company - - - 5½% - 1957
Ottawa Valley Power Company - - - 5½% - 1970
Power Corporation of Canada Limited - - 4½% - 1959
Southern Canada Power Company Limited - 5% - 1955
Eastern Dairies Limited - - - - - 6% - 1949
McColl-Frontenac Oil Company Limited - 6% - 1949

Prices on application

NESBITT, THOMSON
and Company Limited
Royal Bank Building, TORONTO

Hamilton Montreal Quebec Ottawa London, Ont.
Winnipeg Saskatoon Calgary Victoria Vancouver

955

QUALITY—*the Essential Safeguard in Monetary Documents*

A Master Craftsman Steel Engraver

Only Genius Can
Counterfeit Genius

The finest craftsmanship in the engraving of monetary documents can only be counterfeited by equivalent skill.

Especially in portrait engraving on bank notes, the master craftsman achieves a true likeness any counterfeit of which instantly is apparent.

This Company has at its disposal the world's best steel vignette engravers.

This is an exclusive and a double safeguard. It means your monetary documents will have the protection of the most difficult thing to counterfeit — engraving genius.

It means, too, that the flame of genius will be passed on to apprentices from the master hand — assuring the protection of your future needs through maintained engraving standards.

Over 100 years of Dependable Service

CANADIAN BANK NOTE COMPANY
LIMITED
Head Office and Works: OTTAWA
TORONTO — *BRANCHES* — MONTREAL

News of Investment Markets

C. W. LINDSAY CASH INCOME EQUALS 1930

Returns Eight Months Reveal Strong Position

SALES ARE LOWER

Expect Earnings for This Year Will Come Close to Those of 1930-31

From Our Own Correspondent

MONTREAL.—Cash receipts of C. W. Lindsay & Co. for the eight months ended August last were equal to those for the corresponding period of last year. The actual volume of current business is somewhat lower, but the receipt of deferred payments and other income has enabled the company to show revenue on as large a scale as last year.

Though the business of C. W. Lindsay & Co., namely, the sale of pianos, radios and other musical instruments, is subjected to the vagaries of business conditions, it is officially stated that sales have kept up remarkably well, though the dollar volume of business is somewhat below that for 1930.

Losses Negligible

As has been the experience of other merchandisers carrying a large amount of "trade paper," C. W. Lindsay & Co. have experienced negligible losses through non-payment. The percentage is understood to be so low as to have no effect on general returns.

Sound Liquid Position

Consequently the company has been able to keep its finances in comparatively strong position. The cash position is officially stated to be exceptionally good just now, with large sums invested in Victory bonds, on call or in the form of cash in the banks.

Working Capital High

Bills payable have been greatly reduced, being a small percentage of what they were at the end of February last, when they totalled $147,309. With current assets even higher than at the end of the last fiscal year, the working capital position shows a ratio between current assets and current liabilities of nearly 50 to 1.

At the close of business on February 28, 1931, current assets amounted to $2,272,982 and current liabilities $200,528, making for a working capital ratio of 11.33 to 1.

Prospects Are Fair

At the moment plans for the Christmas season, which bulks largely in the final results for the year, are shaping up satisfactorily. Reports from branches and subagencies, located in Ontario and Quebec, lead to the assumption that business between now and the end of the year will be fairly substantial. Several branches report unit sales larger than a year ago.

Though returns for only half of the current fiscal year are available, prospects are that financial statement will show stock earnings on a basis much the same as last year, possibly a little lower. Economies have been put in force throughout the organization, with the result that net income has been maintained on a relatively high basis.

Remove Restrictions on Low Priced Stocks

From Our Own Correspondent

MONTREAL.—Lifting of restrictions on trading in low-priced stocks is announced by the Montreal Stock Exchange. This action, which covers stock selling for $5 and under, was taken inasmuch as these securities have been dealt in almost altogether for cash and, therefore, no purpose would be served by continuing restrictions.

Following are the stocks admitted to unrestricted trading:

Alberta Grain
Asbestos Common
Asbestos Preferred
B. C. Packers
Can. Power and Paper
Canada Steamships
Alcohol A and B
Dominion Steel & Coal
Dryden
Fraser
General Steel Wares
Howard Smith
Massey-Harris
National Brick
St. Lawrence Corp.

Maritime Telephone Toll Traffic Less

From Our Own Correspondent

MONTREAL.—Maritime Telegraph and Telephone Co. reports the volume of completed toll traffic for August was 139,965 calls, which was less than the total of completed calls for the same months of 1929 and 1930.

The average percentage of completed toll tickets for August was 92.3, marking an improvement over the corresponding month of last year. For the year to date the percentage of completed toll tickets is better than the previous year.

For August last the percentage of completed calls for Class "A" exchanges was 91.3 and for Class "B" exchanges 94.6.

Beaulieu and Duncan Make Voluntary Assignment

From Our Own Correspondent

MONTREAL. — Voluntary assignment of G. A. Beaulieu, doing business under the name of Beaulieu and Duncan, of Montreal, has been announced with suspension from trading on the Montreal Curb Market.

It is understood that the firm's brokerage business was confined principally to mining securities. H. W. Savage and Albert Lamarre have been appointed custodians.

MARA & McCARTHY
Members: Toronto Stock Exchange
Montreal Curb Market
New York Curb Market (Associate)
STOCK BROKERS
W. HAROLD MARA
LEIGH M. McCARTHY
H. G. DAVIDSON
JOHN A. MARA
A. MORTON BROWN
Lt.-Col. CARSON McCORMACK
Canada Permanent Building, 320 Bay Street
TORONTO
Telephone: Adelaide 9151

Will Seek to Spread Liquidation of Stocks Over Period of Time

Defunct Brokerage Firms' Liabilities Total $25,124,142

STATUS OF CLIENTS

Co-operation of Creditors to Ease Liquidation—Greenshields to Re-Establish

From Our Own Correspondent

MONTREAL.—A very small dividend is forecast if creditors of McDougall and Cowans, Montreal brokerage house in bankruptcy, force an immediate liquidation.

While the statement of the firm's affairs, based upon book figures and the restricted market values of securities, showed a surplus of somewhat over $2,700,000, Gordon Scott, trustee, points out that realization of this amount depends particularly upon the collection of $5,778,000 of book debts in which is included a number of accounts which at present are bad and cannot be collected. Other accounts, it is stated, will have to be carried for a protracted period in order to collect anything.

Based on Pegged Prices

The equities totalling $1,350,000 from the securities in the hands of fully secured creditors are also based upon "pegged" prices. This amount is about 7 per cent of the loans and it is pointed out that it is obviously impossible to liquidate on the Montreal Stock Exchange large quantities of securities at restricted prices at present.

At a meeting of creditors of Watson and Chambers and Greenshields and Co. the two other Montreal brokerage firms to suspend operations, no definite plan for the realization of assets was decided on. The balance sheet was presented at the meeting but plans have yet to be made regarding the future policies of the creditors.

Co-operation of leading creditors to allow liquidation proceedings to be extended over a period of time will probably be sought by those in charge of the affairs of the three brokerage houses in Montreal which suspended operations early in October. It is hoped that a mutual understanding will be reached which will assure the market that stocks will not be dumped at a sacrifice; the benefits to the market and to creditors alike are apparent.

The main assets are, of course, securities which have been pledged against bank loans. Realization of these stocks will aid the position of unsecured creditors provided that reasonable prices can be obtained.

Liabilities Bulk Large

The total liabilities of McDougall and Cowans, Greenshields and Co. and Watson and Chambers, three Montreal brokerage houses which were recently forced into bankruptcy, are $25,124,142. The major part of these consists of obligations to the secured creditors of McDougall and Cowans, whose claims total $16,065,989. Secured creditors of Greenshields claim $2,119,638 and of Watson and Chambers $1,238,661.

The total number of creditors of the three houses is 4,366 without taking trade accounts into consideration. This figure represents the clients who conducted their market operations through these brokers and their liabilities total $5,699,855 or the difference between the total liabilities and liabilities of secured creditors.

Clients Are Widespread

McDougall and Cowans, which conducted the largest of the three firms' activities, have a total of 2,298 unsecured creditors, or clients who held a favorable position with the firm at the close of business on October 5, the day when operations were suspended. An analysis of this figure shows that 925 clients were in Montreal; 294 in Halifax; 240 in Saint John; 160 in Quebec; 293 in Ottawa; 239 in Winnipeg and 147 in Toronto.

Taking the claims as a whole, the average claim of the unsecured creditor in this firm is $1,849, though naturally the different sums vary from tens of thousands of dollars to less than one hundred.

Greenshields Creditors

In Greenshields and Co. there are a total of 1,794 unsecured creditors of which 1,275 were clients dealing in Montreal; 209 in Ottawa; 179 in Quebec; 131 in Toronto. The average claim of the unsecured creditor in this house is $580.

With Watson and Chambers there are only 274 unsecured creditors, practically all of whom are listed in Montreal and the average of these 274 claims is $1,430.

Banking Loans Secured

Loans from banking and financial institutions rank as secured creditors. Each of the three brokerage firms was carrying loans from banking institutions in the New England States, in addition to Canadian loans, but it was the loans in the United States which played the great part in the downfall of each of the houses. When the New England banks called their loans, the discount on the Canadian dollar rendered the position of the borrower untenable and suspension resulted.

Canadian houses have sought loans in the United States since interest rates from banks in that country have ranged on an average of 4 per cent as compared with the 6 per cent rate in Canadian banks. The lure of this cheap money has resulted in lower loans from Canadian banks to brokers; Canadian banks, however, which have liabilities from the three brokerage firms rank as secured creditors and will, in each case, be repaid in full.

Winnipeg Electric Employees Fight Cut

From Our Own Correspondent

WINNIPEG. — Employees of the Winnipeg Electric will apply to the Minister of Labor for a board of arbitration in order to protest against a reduction in wages of ten per cent which has been announced to go into effect on November 1st, and announce an intention to go on strike if the cut is made effective.

Loans in New England

McDougall and Cowans had 49 loans from various New England banking institutions and others in the United States, totalling $1,990,488, while the largest loan from any individual Canadian bank was $749,526. The total of all Canadian loans, however, is much larger, but the money has been secured from sources other than banks.

Greenshields and Co. held 13 New England loans, totalling $710,000, while loans from all Canadian financial institutions were only slightly over $1,135,378, all ranking as secured creditors. Watson and Chambers reports four New England loans, totalling $142,656, while loans in Canada are $675,191.

It is too early as yet to estimate the outcome of the situation for the manner in which the liquidators will carry out conversion of assets into returns for the creditors has not yet been decided. It is thought that in the case of the two smaller houses losses will not be heavy, but the volume of business on the books of the larger houses makes it difficult to form an accurate estimate of the returns.

May Reorganize Greenshields

Reorganization of Greenshields and Co. brokerage business is forecast in a letter sent out to clients over the signatures of all members of the firm, wherein it is stated they are devoting themselves to arrangements for resumption of the stock exchange business at the earliest possible moment.

It is the belief of the firm members, the letter continues, that no individual or institution will make any eventual loss through their account and that it is the intention to devote all energy and personal resources to working out the situation that clients' accounts may be paid in full.

The investment end of Greenshields' business continues to operate as usual.

Brazil Will Pay Script On External Obligations

The Brazilian Government has suspended cash payments on account of interest and principal of all external loans with the exception of the 5 per cent funding loans of 1898 and 1914. These two loans will be paid in cash while other obligations will be paid in script bearing interest at 5 per cent. Action has been taken due to the impossibility of acquiring foreign exchange for transfer of funds to the markets where coupons of the external debt are payable.

The script will be divided into two series and payments will be made with script during a three year period. It is estimated that the action involves the suspension of cash interest payments on the equivalent of about $500,000,000 of the country's external debt. There will be some 22 external issues to which script payments will apply. It is estimated that about two-thirds of Brazil's external debt is held in Great Britain and the remainder in the United States and Canada.

Hamilton Bridge Holds Fair Volume of Orders

From Our Own Correspondent

MONTREAL.—It is reported that Hamilton Bridge Co. has on hand sufficient orders to keep its plant running for the next eight or ten weeks.

In the first half of the current year earnings dropped by about $100,000 as compared with the same period in 1930 and profits, before depreciation were about $145,000 as compared with $247,606 in the first half of the previous year. Definite figures were not released.

Payment of preferred and common dividends totalling $147,605 in the period necessitated encroaching on surplus to a certain extent. It was stated that working capital position was satisfactory. Dividends on the common shares were suspended in August, 1931, after being reduced from a $2 rate to $1 in May.

B.C. Telephone Retires Outstanding Debentures

The 4½ per cent first mortgage debenture stock of British Columbia Telephone Co. which is called for redemption at any time prior to November 1, 1931, at 105 and accrued interest has been largely retired from part of the proceeds of sale of $7,500,000 5 per cent first mortgage bonds, series A, offered in December, 1930.

The only mortgage debt of the company at the present time consists of $10,000,000 of 5 per cent first mortgage bonds of which $7,500,000 was issued in December, 1930, and $2,500,000 additional was offered in June, 1931. Sufficient funds were deposited with the Bank of Montreal to retire all of the £912,632 of debentures outstanding a year ago.

WESTERN CANADA MAINTAINED SALES, NET PROFITS DOWN

Financial Position Still Strong After Year of Falling Prices

Western Canada Flour Co. in the year ending August 31, 1931, had net earnings of $296,476 before depreciation if one ignores the fact that the general reserve was drawn on to the extent of $232,527 to provide for "deflation in the minimum flour inventory carried to meet the requirements of the trade." This brought the general reserve down to $988,484, but reserves for all purposes still stand at $2,546,335 as compared with $2,843,100 at the commencement of the year.

In the year ending August 31, 1930, the company trenched on surplus to the extent of $100,000 in order to pay full common dividends of $162,232 at the rate of $1.40 per annum. In the year under review there was a further trenching on surplus to the extent of $76,818 to enable the company to pay common dividends of $94,462. In view of the fact that the company had had to draw from the general reserve as well, the directors were evidently taking the conservative course in deciding to pass the common stock dividend for the last quarter of the year.

CONS. INCOME & SURPLUS ACCOUNT
Years Ended August 31

	1931 $	1930 $	1929 $
Net earn.	††296,476	†221,416	†556,352
Deprec. & bad debts	121,045	....	....
Net profit ...	175,431	221,416	556,352
Less appropriations:			
Pref. divds.	157,787	159,661	160,722
Com. divds.	94,462	162,232	161,000
Surp. for year	*76,818	*100,477	234,680
Add:			
Prev. surp. .	905,135	1,005,612	820,982
Less: Pension fund res.	....	....	50,000
Bal. carr. fwd.	828,317	905,135	1,005,612

†After depreciation, income tax and reserve for doubtful accounts. *Deficit.
††General reserve was drawn in to the extent of $232,527.

Position Well Maintained

In view of the sharp falling off of net profits during the year, the company's position has been well maintained. The report of the directors explains this drop as being caused "partly by the extreme competition in the milling industry and partly by the fact that from the beginning of the fiscal year the company has been faced by falling markets in both wheat and flour." Use of the general reserve to correct this situation in one of the worst periods ever encountered by the Canadian milling industry is regarded as conservative. It may be stated that the company has a depreciation reserve of $773,913 in addition to the $2,546,335 already referred to as total reserves.

Exports of flour from Canada, the annual report states, continued during the year in reduced volume and, in order to meet the situation, various economies were effected including the shutting down temporarily of the Brandon mill.

The company fully maintained its position with respect to sales. No important plant extensions were undertaken during the year. The Montreal warehouse was destroyed by fire but the loss was fully covered by insurance and the business was carried on without a halt in temporary premises secured.

Bakeries Increase Flour Sales

The company's bakery interests were extended to capacity to provide for increased business. The development programme for the time being is stated to be near completion. Although the operation of some of the individual plants is not as yet on a profitable basis, the distribution of the company's products has been substantially facilitated.

The common shares of the Dominion Salt Co. were obtained during the year, and are evidently included in the statement under the item, "Other Investments," which changed during the year from $618,447 to $926,396. The common stock of Western Canada Flour correspondingly increased from a total of $1,861,480 representing 115,895 shares, to a total of $2,205,700 representing 135,000 shares. Operations of the salt division of the company were stated to be on a satisfactory basis.

Payables Drop

Working capital of the company dropped during the year from $1,587,549 to $1,467,937. At the commencement of the year current assets of $3,030,215 were 2.10 times current liabilities of $1,442,666 and at the end current assets of $2,347,202 were 2.66 times current liabilities of $879,265. The drop in current assets was accomplished by reducing and revaluing inventory so that the total fell during the year from $2,101,925 to $1,258,728. Cash was up from $70,378 to $108,578 and receivables from $857,912 to $980,397.

Current liabilities were likewise reduced by the elimination of a bank loan of $250,000, while payables dropped from $1,112,443 to $840,054. The passing of the common dividend resulted in the dividends payable at the end of the fiscal year being only $39,211 as compared with $80,223 a year earlier.

Working Capital

	1931 $	1930 $	1929 $
Current assets	2,347,202	3,030,215	3,055,854
Current liabs.	879,265	1,442,666	1,213,456
Work. capital	1,467,937	1,587,549	1,842,398
Ratio	2.66—1	2.10—1	2.52—1

The company redeemed during the year 276 shares of the 6½ per cent preferred stock of $100 par value.

So far as contingent liabilities are concerned foot-notes show that customers' papers under discount declined in the year from $1,997,982 to $1,296,961 and that the guarantee of Purity Baking Co. loan went up from $1,457,000 to $1,692,500.

Fanny Farmer Sales Drop Off 8.5 p. c.

Sales of Fanny Farmer Candy Shops, Inc. in the nine months ended September 30 have shown a decrease of some 8½ per cent from sales in the corresponding period of 1930. While monthly sales figures have not been made public this year, the volume of sales in the first three quarters of 1930 was $2,648,620 and therefore sales to the end of September in the current year would approximate $2,425,000. Margin of profit on sales is stated to have been somewhat lower than in 1930. Sales price has been maintained at 70 cents per pound except in New York where prices are higher.

During the current year four new stores have been opened while two stores have been closed, bringing the total number of stores to 145.

MITCHELL PAYS SECOND DIVIDEND ON JUNIOR STOCK

Distribution This Year Will Total $2 a Share

From Our Own Correspondent

MONTREAL.—Directors of J. S. Mitchell Co. have declared a dividend of $1 a share on the company's common stock, payable November 9 to shareholders of record October 31. This is the second disbursement to be made this year; the total payment of $2 a share will involve distribution of $20,000 of the common stock.

In view of general conditions, the dividend action of J. S. Mitchell is encouraging. No figures on earnings during the current year have been published but it is understood that they have been relatively well maintained and that the company occupies a strong cash position.

Average $5 a Share

Earnings of the company, since the public became interested in it in 1926, have been on a satisfactory scale. In the past four years, profits, after all deductions, have averaged around $5 a share on the common stock. Prior to this year all earnings after preferred dividends have been turned into surplus, which, at the end of 1930, totalled $349,033.

In addition to the two payments on the common in 1931, J. S. Mitchell has reduced the amount of its preferred stock outstanding and also a mortgage which it carries. The preferred has been reduced by $31,600 to $348,400 during the current year, while $10,000 of the mortgage has been paid off, leaving $90,000 outstanding.

Redeems More Preferred

The redemption of the preferred, which constitutes, apart from the mortgage, the only security senior to the common, has worked in favor of the junior shares. In 1930 preferred dividend required $27,692; this sum will be reduced in the current fiscal year.

In 1930 net earnings were $97,047 and after addition of other income, preferred dividend were covered more than four times over, leaving $4.96 a share on the common stock. The company conducts a comprehensive wholesale and retail business in hardware, plumbing, mill, railway and electrical supplies; serving, for the most part, the district in and around the eastern townships of Quebec.

Canadian Utilities Co. Building Power Line

From Our Own Correspondent

MONTREAL. — Government plans have been approved for the construction of a power transmission line of some 70 to 80 miles in length, linking up important towns east of Prince Albert with the former municipal power plant at that point.

The Saskatchewan Power Commission has granted permission to the Canadian Utilities Co. to construct a transmission line from the Prince Albert generating station reaching to Star City and connecting intervening units of Canadian Utilities at Birch Hills, Kinistino and Melfort.

Cheaper rates for electricity are to be made available to consumers in these towns.

The former municipal electric station was purchased by Canadian Utilities Co. from Prince Albert last April at a cost of $875,000. The cost of the transmission line which the company now proposes to build is placed at $150,000 and work is to commence immediately.

Northern New Brunswick Timber Cut on Fair Scale

From Our Own Correspondent

MONTREAL.—It is understood that Fraser Companies and International Paper will cut between 90,000,000 and 100,000,000 feet of logs in the territory centring about Campbellton, N.B., during this fall and coming winter. Another operator in that area, the Miller Co., has not yet announced its programme, but will probably have a cut not exceeding 10,000,000. The Madawaska Corp. is reported to be planning the abandonment of woods operations this winter.

No Labor Candidate for Winnipeg Mayoralty

From Our Own Correspondent

WINNIPEG.—The Labor party in Winnipeg will nominate no candidate for mayor this year, leaving the contest between the present mayor, Ralph H. Webb, Theo. Hunt, and T. R. Deacon. For a number of years the issue at municipal elections has been mainly whether or not the Independent Labor party was to succeed in electing a mayor. While that party still has a strong representation in the city council the former bitterness there between two factions tends to disappear.

Summary of Week's Annual Reports

A brief analysis of company earnings per annual statements received since last week's issue. Company name in bold type indicates stocks listed in Canada or New York. Net income shown is before preferred dividend, if any. Market prices are at close on Tuesday this week or last sale.

Company	Year end	Net income 1930-31 $	Net income 1929-30 $	Common earnings 1931 $	Common earnings 1930 $	Curr: divd. $	Balance car. fwd. 1931 $	Balance car. fwd. 1930 $	Mkt.	Mkt. times earn.	Yield %
Western Canada Flour Mills	Aug. 31	175,431	221,416	*0.13	†0.53	...	828,318	905,135	7	..	..

* On 135,000 common shares outstanding.
† On 115,895 common shares outstanding.

ALBERTA DEFICIT WAS $2,306,581, PREMIER STATES

Drop in Revenues Was Cause; Will Reduce Expenditures

An operating deficit of $2,306,581, the first in six years, is reported for Alberta during the fiscal year ended March 31, 1931, in a recent speech given by Premier Brownlee. While it has been known for some time that a deficit would be shown no previous announcement has been made as to the actual extent of the deficit. Provincial revenues fell off sharply during the year and expenditures increased.

Included in the deficit are special expenditures amounting to some $604,000 which are not usually included in any one year. The provincial election of 1930 cost $160,000; freight charges on seed and relief to drought area amounted to $57,000 and extra grants to schools totalled $387,000.

Several of the main revenue producing items were materially down from previous years including taxes on real and personal property, $371,700; amusement tax, $93,765; succession duties, $344,534; automobile licenses, $329,657; Liquor Control Act, $698,097 which account for a decrease in revenue of $1,837,753 from 1929-1930 figures. Decrease in automobile licenses is due in part to a $5 reduction in all motor license fees and to the fact that there were fewer licenses issued.

Will Cut Expenditures

The Provincial Government is undertaking a thorough study of the whole question of government expenditure and will attempt to reduce expenditures in every possible way until return of more normal times, according to Mr. Brownlee. An analogy is drawn with the depression in 1921 when the province showed a deficit in excess of $2,000,000.

No difficulty is anticipated on account of wheat pool liabilities as a settlement with the banks was definitely arranged some months ago, the banks having then agreed to take 20-year bonds at a very fair rate of interest in settlement. The province on its part takes similar bonds from the wheat pool and all payments from the pool go into a sinking fund to retire the debt to the banks. From the operation of the pool this year, stated Mr. Brownlee, there is every reason to believe that they will meet their payments promptly.

Shareholders Consider Halifax Hotel Merger

From Our Own Correspondent

MONTREAL.—A proposal to place Halifax's two largest hotels, the Lord Nelson and the Nova Scotian, under unified management of the Associated Canadian Hotels Ltd., has been considered by shareholders of the Lord Nelson Co., but decision has been deferred until a meeting which will be held on October 29.

The Lord Nelson Hotel, in which the Canadian Pacific Railway is a large shareholder, was opened in 1928. The Nova Scotian, owned by the Canadian National Railways, was opened last year.

Decreased patronage and lower earnings has been responsible for the present plan, it is stated, and it is hoped that under co-operative management, some of the present losses will be avoided.

Willson Stationers Dividend is Passed

Dividend payable October 15 on the $400,000 7 per cent first preference stock of Willson Stationers & Envelopes, Ltd., has been passed. On the present volume of sales it is regarded as doubtful as to whether profit will be sufficient to cover preferred dividends. Dividend due July 15, 1931, on the second preference stock was not paid.

Initial dividend on the first preference stock was paid on October 15, 1929, and payment was continued throughout 1930 despite the fact that dividends were not covered. The company has several wholly-owned subsidiaries and carries on a stationery and office equipment business in the principal cities of western Canada.

Bond Tenders

The Catholic School Commission of Montreal has given notice of temporary postponement of a call for tenders on $700,000 5 per cent 30 years bonds, dated November 1, 1931, due to conditions of the monetary market. The proposed issue was for the purpose of refunding a 6 per cent ten year loan dated November 1, 1921, and these bonds will be redeemed according to schedule on November 1, 1931.

5 o'clock p.m., Nov. 3, Town of Magog, Que.—$65,000, 5 per cent bonds dated Nov. 1, 1931, redeemable serially from Nov. 1, 1932 to Nov. 1, 1961; payable at Can. Bank of Commerce, at Magog, Montreal or Quebec. A. Girard, sec.-treas.

12 o'clock noon, Nov. 2, Municipality of Mulgrave and Derry, Que.—$4,800, 5 per cent road bonds, dated May 1, 1931, payable serially until May 1, 1951. Principal and interest payable at Bank of Montreal at Buckingham. N. A. Biehler, sec.-treas.

7 o'clock p.m., Nov. 4, School Commission of Bagotville, Que.—$35,000, 5½ per cent bonds, dated Sept. 1, 1931, redeemable serially from Sept. 1, 1932, to Sept. 1, 1961. Payable at Banque Canadienne Nationale at Bagotville, Quebec and Montreal. Albert Tremblay, sec.-treas.

12 noon, Oct. 27, County of Wentworth—$30,815 5 per cent debentures payable in equal annual installments, term not stated. Interest payable semi-annually at Canadian Bank of Commerce, Hamilton, Ont. Outstanding debenture debt of the county for road purposes only is stated at $783,781 and outstanding debentures for all other purposes is $45,466. County equalized assessment is $42,509,785. John E. Peart, county clerk.

Bond Redemptions

National Trust Co., as trustee for the 5 per cent first mortgage bonds of Toronto Housing Co., has $19,300 for investment for sinking fund purposes and will receive tenders of bonds up to this amount to October 26. Each offer should include accrued interest and to be for all or any part of the bonds offered.

Bond Issues—	Rate	Due	Redeem.	Price
Dom. Glass Co. ...	*6%	1933	Dec. 2	110
B.C. Telephone ...	*4%	1932	†Nov. 1	105
Cascade Water Power	4½%	1940	†May 1/32	100
Interlake Tissue Mills	*6%	1935	Feb. 1/32	101
Maine & N.B. Electrical Power	*6%	1948	Jan. 1/32	107½
Northern Electric	*5%	1939	Dec. 1	105
Pac. Burt Co. ..	*6½%	1937	Oct. 27	offer
Imp. Realty	*6%	1945	Jan. 1	103
Foreign Issues—				
Kingd. of Norway	*5%	1967	Dec. 1	100
City of Oslo, Norway	5½%	1946	Feb. 1/32	100
Danish Cons. Ext.	*5½%	1955	Nov. 1	100
Kingd. of Belgium	*7%	1956	Nov. 1	105

*Called in part.
†Or before.

The National City Company
Limited
Advisory Board
Sir Charles B. Gordon, G.B.E.
Sir John Aird
W. A. Black
A. J. Brown, K.C.
Wilmot L. Matthews
F. E. Meredith, K.C.
Lt.-Col. Herbert Molson, C.M.G., M.C.
W. N. Tilley, K.C.
The Hon. J. M. Wilson
Underwriters and dealers in the securities of governments, provinces, municipalities, and of public utility and industrial corporations.
Head Office: 360 St. James St., Montreal
320 Bay Street TORONTO
85 Sparks Street OTTAWA
65 St. Anne Street QUEBEC
The National City organization extends throughout the world
277

Laidlaw Bale Tie Bondholders to Meet

Bondholders of Laidlaw Bale Tie Co. will meet in Toronto on November 4 to consider what action is to be taken following default by the company of bond interest due October 2 as well as sinking fund payments. Release of the company from its obligation to provide a sinking fund for the bonds will also be considered.

The company was publicly financed with the offering of $250,000 of 7 per cent first mortgage sinking fund gold bonds dated October 2, 1922, and maturing October 2, 1937. The plant, located at Hamilton, Ont., is equipped for the manufacture of soft bessemer and high carbon steel wire and products include wire nails, staples, bale ties and hoops. The company was formed in 1911 and investment interest is understood to be closely held.

Super-Corp. of America To Make Third Payment

The third semi-annual distribution on Super-Corporations of America Trust Shares, series A and series B, will be paid on November 1. Series A is of the distributive type with a reserve fund and on these shares 30 cents will be paid of which 15.369 cents a share will be drawn from the reserve fund. The series B shares are of the capital accumulative type and will receive 14.9094 cents a share.

Initial distribution on the class A shares was made on November 1, 1930, and amounted to 43.2285 cents per share while on May 1, 1931, 30 cents per share was paid. Initial payment on the class B shares was made November 1, 1930, at the rate of 19.6549 cents per share and the second payment made May 1, 1931, was some 20.7 cents per share.

INVESTORS' CHRONICLE
1d Established 1860 6d
Has the Largest Net Sales of any Weekly Financial Newspaper in Great Britain.
Under the head of "OVERSEAS FINANCE," a weekly feature, the Foreign Exchanges and the factors that affect them are carefully reviewed by cable and mail.
Special Correspondents at all Financial Centres at Home and Abroad.
Signed articles appear in each issue on Economic Subjects.
A free specimen copy will be forwarded on post-card application to—
THE PUBLISHER,
INVESTORS' CHRONICLE,
29, BISHOPSGATE,
LONDON, E.C. 2, ENG.

W. H. Bosley & Co.
Real Estate
Property Needs Good Management More Than Ever
Excellent management was never more necessary if property is to be kept upon a paying basis. Business conditions make tenants restless and cause them to look for cheaper places. In some cases rents may be in arrears. Consequently, it requires experience and great tact to retain good tenants and manage property so that it may continue to be a profitable investment for its owner.
Our record as property managers speaks for itself. Owners are thoroughly satisfied. For this reason we believe that those who may be having difficulty with the management of their property will be well advised to consult us. Communications strictly confidential.
28 Adelaide St. W.
Toronto
Phones Wa. 1031-2-3

INDUSTRIAL ACCEPTANCE CORPORATION Limited
Commercial and Industrial Bankers
Head Office—Windsor, Ontario

ENVELOPES
MACHINE OR HAND MADE
PRINTED OR PLAIN
TORONTO ENVELOPE CO., LTD.
366 ADELAIDE ST., WEST
TORONTO 2

THE ONTARIO LOAN AND DEBENTURE Co
LONDON, CANADA
61 Years in Business
Capital $2,000,000—Reserve Fund $3,300,000.
The Company's Debentures are a legal investment for Trust Funds which may also be deposited in the Company's Savings Department.
Money loaned on First Mortgages, including building loans. Applications invited.
JOHN G. RICHTER, President. T. H. MAIN, Manager.

Woods Manufacturing Company, Limited
Jute and Cotton Bags
Hessians, Buckrams
Paddings and Twine
Tents
Flags
Tarpaulins
Clothing and Cotton Fabrics
FACTORIES AT
MONTREAL, TORONTO, OTTAWA, WINNIPEG, WELLAND
HEAD OFFICE
MONTREAL

National Steel Car Corporation Limited
Builders of Passenger Cars—Freight Cars—Street Cars—Air Dump and Industrial Cars of all descriptions. Automobile Chassis Frames, Woodwork and Parts—Steel Pressings—Forgings—Drop Forgings.
HAMILTON, ONTARIO, CANADA
621 St. James Street, MONTREAL, QUE.

DOMINION TEXTILE CO., LIMITED
PRUE
MANUFACTURING
ALL LINES OF WHITE AND GREY COTTONS, PRINTS, SHEETINGS, SHIRTINGS, PILLOW COTTONS, LONG CLOTHS, CAMBRICS, DUCKS, BAGS, TWILLS, DRILLS QUILTS, BUREAU COVERS, TOWELS AND TOWELLING, YARNS, BLANKETS, RUGS, TWINES, NARROW FABRICS AND NUMEROUS OTHER LINES USED BY MANUFACTURERS IN RUBBER AND OTHER TRADES.
MONTREAL TORONTO WINNIPEG VANCOUVER

THE FINANCIAL POST

Member Audit Bureau of Circulations

President—JOHN BAYNE MACLEAN
Vice-President—HORACE T. HUNTER
Manager—GORDON RUTLEDGE
Editor—FLOYD S. CHALMERS

A weekly newspaper, presenting in a popular manner, reliable information respecting investments, business and national affairs in Canada.

THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER

The detailed circulation statement we submit is the sworn finding of the Audit Bureau of Circulations, the recognized independent authority. THE FINANCIAL POST is the only Canadian financial paper submitting its circulation to the A. B. C. inspection.

ADVERTISING RATES

Single Insertion—$3.65 per inch.
Debenture and Dividend Notices—26c per agate line.
Contract rates upon request.

SUBSCRIPTION PRICE

Canada, United States, Mexico, British Empire, $5.00 per year; all other countries, $6.00.

Published by
THE MACLEAN PUBLISHING CO., LIMITED
143 University Ave., Toronto 2

MONTREAL, Southam Building, Murray R. Chipman, Eastern Manager; John E. Langdon, Eastern Editor. GT. BRITAIN, London, The MacLean Co. of Great Britain, Ltd., 2, 3 and 4 Cockspur St., London, S.W. 1. E. J. Dodd, Director.

THE FINANCIAL POST BUSINESS YEARBOOK. Yearly, $2.
THE FINANCIAL POST SURVEY OF CORPORATE SECURITIES. Yearly, $2.
THE FINANCIAL POST SURVEY OF MINES. Yearly, $2.
THE FINANCIAL POST RECORD OF PROSPECTUSES. Half yearly, $7 per volume.
THE FINANCIAL POST CORPORATION SERVICE. $20 monthly. Special prices for selected part service.
DIRECTORY OF CANADIAN DIRECTORS AND OFFICIALS. Yearly, $10.

TORONTO, OCTOBER 24, 1931

CRISIS NOT TO BE ENDED BY LAZY PRAYERS

HON. DR. MANION says that "all we need is faith in ourselves to attain the greatness that is ours in the days to come." But faith alone will not remove the mountains of governmental extravagance and high taxation that stand in the path. The prime minister also calls on moral forces to end the world's dark days. Again moral forces must be supplemented by common sense and good business. Politicians are sidestepping the issue when they blame heaven for our economic troubles.

Perhaps the two ministers have been rereading an old copy of Harper's Weekly. On October 10, 1857, this paper said:

"It is a gloomy moment in history. Not for many years—not in the lifetime of most men who read this paper—has there been so much grave and deep apprehension; never has the future seemed so incalculable as at this time. In our own country there is universal commercial prostration and panic, and thousands of our poorest fellow citizens are turned out against the approaching winter without employment, and without the prospect of it.

"In France the political caldron seethes and bubbles with uncertainty; Russia hangs as usual, like a cloud, dark and silent upon the horizon of Europe; while all the energies, resources and influences of the British Empire are sorely tried, and are yet to be tried more sorely, in coping with the vast and deadly Indian insurrection, and with its disturbed relations in China.

'It is a solemn moment, and no man can feel an indifference (which, happily, no man pretends to feel) in the issue of events.

"Of our own troubles no man can see the end. They are, fortunately, as yet mainly commercial; and if we are only to lose money, and by painful poverty to be taught wisdom—the wisdom of honor, and faith, of sympathy and of charity—no man need seriously despair. And yet the very haste to be rich, which is the occasion of this widespread calamity, has also tended to destroy the moral forces with which we are to resist and subdue the calamity.

"Good Friends—Let our conduct prove that the call comes to men who have large hearts, however narrowed their homes may be; who have open hands, however, empty their purses. In time of peril we have nothing but manhood, strong in its faith in God, to rely upon; and whoever shows himself truly a God-fearing man now, by helping wherever and however he can, will be as blessed and beloved as a great light in darkness."

Nowadays we hear the same thing repeated by the leaders of government. The influence of the Church and of moral forces is important, but for the solution of this economic crisis, it is sheer laziness to pray for a special blessing from above and expect that that prayer will enable governments, banks and business men to shed their own responsibilities.

The Prime Minister's speeches remind one of the story of the sea captain who battled all day and all night to save his ship. Finally he gave up the fight and said to the passengers, "We can do nothing more. Now you must put your faith in God." At which one passenger remarked, "Good heavens, it isn't as bad as that, is it?"

WORLD FINANCE AWAITS BRITISH RESULTS

THE election manifesto of Prime Minister Ramsay MacDonald and the speeches of his followers indicate how vague are the objectives of the new national government, a vagueness that is based upon the looseness of the tie that links the different groups together. As the New York Times puts it, "He speaks of urgent tasks that are to be done under mandate but leaves them very loosely defined. The nearest he comes to precise words is in what he has to say about the position of the pound sterling."

The manifesto is pathetic and hopeless but typical of the modern British statesman. The national government declares that a crisis exists, asks for the majority in the House of Commons to permit it to meet the crisis but gives the voter little clue as to the measures it proposes to adopt.

The reason for this seems to be the wide variation in political opinion of the individuals who are supporting the national government. The Conservatives are definite enough in indicating what they think Great Britain needs, but their associates from among the Labor and Liberal forces are less definite and the electors have no assurance that the policies offered by the Conservatives will be the policy of the national government.

On the other hand, Lloyd George and his remnant of Liberals and Messrs. Henderson and Graham, with their large group of opposition Labor candidates, have made their own policies very clear.

Financial men throughout the world are awaiting the results of the British election with keen interest. There is no doubt whatever that Wall Street, for example, expects the British election to be a key event in the working out of the world crisis. A strong majority for the national government would be interpreted as a most constructive factor, while a majority for the Labor opposition would be interpreted to mean that the forces of socialism have gained the ascendancy in every part of Europe except France. Just how a deadlock would be interpreted is very difficult to forecast. With the turn of world affairs depending upon the results of the British election, it is unfortunate that the group that commands the moral support of the economic leaders of the world has no well defined policy to present.

If one may interpret public opinion in Canada, there can be little doubt that the majority of Canadians are hoping for a national government victory. Outwardly, the major forces of public opinion in Great Britain itself seem to carry the most weight on the same side, but it is often the underlying current of unexpressed mass feeling that is the deciding factor in an election and it is this underlying current that one cannot adequately or safely assess in the present contest.

LOAN SHARKS

AT A time when purchasing power of wage-earners and salaried workers is at an unusually low ebb, the activities of loan sharks in every town and city of Canada places a new and vicious burden on the backs of those who are trying by every possible means to make ends meet.

Unfortunately no figures for the entire Dominion are available but it is certain that within the past year at least $50,000,000 or $75,000,000 has been lent by way of small loans of from $50 to $300 to wage-earners and salaried workers, and that for the most part the actual rates charged on these loans, in terms of simple interest, have ranged from 50 to 200 per cent. The records of every county clerk where chattel mortgages are registered will prove the truth of this statement and will reveal the usurious toll that unscrupulous "automobile finance companies" and other similar agencies are taking—most of it as a direct result of the financial difficulties caused throughout the country by reduced earnings, and by the fact that at a time such as this, dozens of families find themselves faced with the perfectly reasonable need of borrowing money to consolidate debts, pay doctor's bills and for other legitimate purposes.

So far, Canadian legislators and financiers have done little or nothing to provide a legitimate source from which such needs for money can be met. The chartered banks cannot be expected to meet this situation, for experience in other countries has proven that this is an entirely different type of business to that carried on in the ordinary financing of "producers," and that entirely different rules, rates and principles are involved in the financing of consumers on the basis of "character" or "chattel mortgage" loans. Similarly it has been found that it is not sufficient to provide restrictive legislation to drive the loan shark out of business, and that if money is to be made available through legitimate channels for this type of loan, there must be definite stimulus and encouragement given to attract money into this field.

This means that both provincial and federal legislators must throw overboard the antique theory that a reasonable rate of interest is six or seven per cent, and must face the very real fact that a quarter of century of experience in the United States has proven that the actual cost of financing this type of loan, amounts in terms of simple interest to from 20 to 40 per cent, and that such a rate is a perfectly reasonable charge for the service rendered. If this is not done it simply means that unscrupulous operators such as are now to be found in every city and municipality of any size in Canada will continue to suck cash from honest people at interest rates that are three and four times this figure, and will leave in their wake the untold misery and distress which invariably follow the operations of the loan shark, and which reacts immediately on the business of every merchant and manufacturer when dollars which should be going to buy bread and milk and clothes and furniture, go to pay the exorbitant demands of these dollar-draculas.

In exposing the operations of these people, The Financial Post aims primarily to awaken in the minds of business men and legislators, the imperative need for an up-to-date viewpoint on this question of personal loans so that enlightened appreciation of the situation may lead to a constructive solution of a problem which is national in its scope, which touches millions of families throughout the length and breadth of the Dominion, and which, so far, has been approached in an atmosphere of ignorance and indifference.

SHORT-SELLING IN THE U. S. A.

ONE subject that may be expected to command considerable attention when the United States Congress meets is the regulation of short-selling in the security markets. President Hoover himself has spoken quite strongly in condemnation of those bear operations which undertake to depress prices principally under the lure of the commissions that result from trading in itself, whatever the direction. The types of politicians to whose minds all the economic evils in the world result from the supposed greed of concentrated wealth, visualized as "Wall Street," always are ready to make speeches along any line that promises some popular response. A proposal which comes from the representatives of business itself, moreover, has been thrown into the discussion. This was the action of the board of directors of the United States Chamber of Commerce, within the present month, in forwarding to the governors of the New York Stock Exchange a recommendation: "that steps be taken to limit the short-selling of stocks and bonds, such limitations not to interfere with the orderly and legitimate marketing of such securities."

The adoption of this resolution by the directors of a national business organization of the widest influence may have prompted the speech of Richard Whitney, president of the New York Stock Exchange, at Hartford, Conn., in which he insisted that a ban on short-selling would not halt the business depression, but would cause further declines. The exchange, in fact, has been carrying on an intensive investigation of short-selling for several months, and even where it has attempted to check bear movements by temporary bans the experience has been that a limited amount of short-selling had to be permitted to prevent unwarranted and dangerous advances.

It is of some historic interest that a law of the British Parliament back in the middle of the 18th century fixed a fine of $500 for selling securities short and it was not repealed till 1860, but it was a dead letter in practice. Napoleon once threatened to treat short sellers as traitors to their country, but he did not apply the idea. In fact, the short-sellers and marginal traders appear to have maintained themselves successfully against every attack so far, and they always have been under fire.

Bucket-shop operations are, of course, in a difrerent class and these have been curbed both in Canada and the United States.

In practice and effect, it would appear that a good deal of the trading on small margins on the exchanges really does not contemplate anything more than taking profit from day-to-day variations in prices and this method of operation is held to be within the law.

IMMIGRATION NOT DEAD ISSUE

IN HAMILTON the other day, Beaudry Leman, president of the Canadian Bankers' Association, voiced a note that is too infrequently heard in Canada today. He suggested immigration as a cure for depression in Canada. There seems to be a prevalent notion that every new immigrant arriving in Canada takes a job away from someone else. The basic truth that immigration builds purchasing power and productive power and thus creates prosperity, is generally lost.

Canada's greatest periods of prosperity have been periods when immigration came in rapidly. Whether the prosperity created the immigration or the immigration created the prosperity is a question upon which there is as much difference of opinion as on the question of which came first, the hen or the egg.

The present government is very proud of the fact that it has virtually stopped all immigration to Canada. But the truth remains that Canada has a great economic super-structure almost beyond the ability and resources of our present population to carry, that we have yet great natural resources that require but the intelligent application of money and men to translate them into tangible wealth.

It would be a mistake to assume immigration is a dead issue. We are bound in time to realize that our present policy is not one designed to build up a thriving nation. We will find it desirable again to open the doors now sealed so tightly.

EDITORIAL NOTES

Hon. H. H. Stevens is another business man who apparently thinks that the economic situation has a silver lining.

* * *

"Socialism is a remote danger in England," says Mr. Lloyd George. The election may reveal whether it is remote or not.

* * *

Prosperity may be just around the corner but the depression is proving to be a rather crooked street. With so many turns it is hard to find the corner.

* * *

If we are going to have bimetallism a number of holders of International Nickel stock would like to see monel metal adopted as the second monetary base.

* * *

If creating new things to spend money on is the way to end the depression let us put in a good word for the contract bridge teachers who have just put out a new book of conventions and made last year's books obsolete.

POST-scripts

MANY are the changes that have come over the financial world in the last two years, not the least of which has been the disappearance of several so-called brokerage houses. The exposé of mining operations by The Financial Post brought in its train prison sentences and the wholesale closing of main and branch offices. Many erstwhile mining trailers will remember Louis Atwell, of Montreal, who was particularly active in fostering an interest in Canadian mining. He went the way of many others. Among the chain of offices operated by him was one at Truro, N.S., and there are some who will think it significant that this centre of Louis' activities is now occupied by the Childrens Aid Society.

SPEAKING of ingenuity, the example set by an Ontario farmer is worthy of being recorded. The farmer had a good crop of tomatoes for which he was offered a price that scarcely covered the cost of picking and packing. The township fall fair was coming along. The farmer arranged a concession on the midway and carted his tomatoes to the fair. He set up a canvas wall with a hole in it; put his son behind the canvas with his head protruding through the hole and gave the visitors to the fair the opportunity of throwing tomatoes at this target at three shots for a nickel. Thus the farmer sold most of his crop of tomatoes at 20 cents a dozen.

But that did not exhaust his ingenuity. He arranged the canvas so that the tomatoes that missed the target would fall into a large washtub. One of his neighbors set up a soft drink stand a few stalls away. He squeezed the tomatoes colected in the washtub and sold "Fresh Tomato Cocktail" at 10 cents a glass.

IT MAKES an interesting case study in psychology to get an investment banker and a doctor together. Recently, we witnessed one such interchange of opinion.

It was the doctor who started it. He went after the investment banker with all the language at his command, condemning him for having sold him many securities that failed to work out as expected.

"I relied on your advice; I thought you knew your business and I have lost a great deal of money," argued the doctor.

The investment banker listened quietly. When it came his turn to speak he said, "I have been bringing my family to you for years. You have advised them and experimented with them. You have given them pink pills and lotions and tonics. Every once in a while they have come to you with something that has completely baffled you. When you undertake to cure all the physical ills that my family develops, I will undertake to cure the economic ills of the world and sell you securities that will never go down in price."

THE new Canadian Club headquarters in New York are decorated with a Canadian motif. Beavers and maple leaves are dominant. The club is celebrating its thirtieth anniversary and has moved into two floors of the palatial new Waldorf Astoria.

There are several guest rooms set aside for the club on the nineteenth floor, while its dining room, card rooms, etc., are on the eighteenth. The club has a private roof garden, a large dining room, in which the dinner took place last night; a library and writing room, a billiard room, card rooms, offices and a lounge. Featured in the decorations are beavers and maple leaves. A special elevator serves the club.

Incidentally any wealthy Canadian, wishing to stop at the club, will find that there is a private railway siding in one of the subbasements to which he can take his private railway car. He can step from the car directly into the private elevator which will whisk him to the club floors.

The Canadian Club of New York celebrated the opening of its new quarters with a dinner at which Rt. Hon. R. B. Bennett, Prime Minister of the Dominion, was the guest of honor. The other speaker of the evening was Mayor James J. Walker, who like the Prime Minister was introduced by Edwin A. Scott, president of the club. The other officers are E. W. Beatty, vice-president; E. B. Keirshaw, second vice-president; P. D. Wright, third vice-president; Basil C. Walker, treasurer, and Conrad R. White, honorary secretary.

Frederic Hudd, Canadian trade commissioner in New York, was the chairman of committee on arrangements. He was assisted by Case R. Howard, manager of the foreign department of the Canadian Bank of Commerce in New York.

Montreal Stock Exchange Elect New Governors

From Our Own Correspondent

MONTREAL. — Announcement is made by the Montreal Stock Exchange of the election of three new members to the board of governors, succeeding three members who were disqualified for the position when the brokerage houses with which they were associated went into bankruptcy.

The newly elected members of the governing board are: Harold J. Child, of Child and Co.; J. W. Yuile, of Hickson and Yuile, and J. A. Hodgson, of C. J. Hodgson and Co.

The former governors who leave the board are: Russell Cowans, of McDougall and Cowans; W. D. Chambers, of Watson and Chambers, and Raymond Allan, of Greenshields and Co.

"Stop Me If You've Heard This One"

"Doctah," asked a lady of color, "Ah's come to see if yo' am going to order Rastus one o' dem mustard plasters ag'in today?"

"I think perhaps he had better have one more," answered the medico.

"Well, he says to ax yo' kin he have a slice o' ham wid it, 'count of it's a might pow'ful perscription to take alone."

The World at Large

An Occasional Department Discussing World Economic Affairs That Affect Canada

By F. S. C.

GERMANY AS A DEBTOR

Garet Garrett, in the Saturday Evening Post has been running some most interesting articles on the loans made by American (and for that matter Canadian) investors to Germany. He somewhat bitterly admits that reparations and war debts will probably never be paid and considers that the United States will take heavy losses on private loans made to Germany and other European countries. The Americans have been the prize suckers of international finance, one would gather from his account of it. The Germans particularly have put it over the Americans, borrowing millions of dollars during 1925 and 1929 and, instead of keeping it liquid and providing for its repayment, investing it in permanent improvements under government control. Mr. Garrett pictures Germany as saying: "Here are the houses, the bridges, the schools and the factories. If you want your money back come and get them." The Americans paid their share of the war; they loaned money to the other Allies to help them carry their share and now they are told they cannot have that money back. They have even paid the German reparations for they have loaned Germany many times what Germany has paid on reparations account.

The articles are interesting and in the main fair and accurate. But they are tinged with the confirmed isolationalism of the Saturday Evening Post; its antagonism to things European; its anti-cancellationist policy on both reparations and war debts. The articles have to be discounted to the extent that they are Satevepost propaganda.

A somewhat different picture is painted by a very able American economist, Dr. Benjamin Anderson, of the Chase National Bank of New York. Dr. Anderson is one of the men who foretold most of the present developments in world finance while other people were still in the midst of New Era day-dreaming.

Dr. Anderson declares as a matter of personal knowledge that there was no plot by the Germans to get in American money that it could never repay. He points to public warnings by men like Schact of the Reichsbank and Gilbert of the Reparations Committee, that the huge loans that were being made between 1925 and 1928 to the German municipalities and states were unsound and would lead to trouble.

It was not the German Government itself that was borrowing the money but the local authorities who found it difficult to refuse the tempting loans thrust at them by the amateur world financiers of Wall Street The German Government did not borrow to pay the reparations, Dr. Anderson declares. It taxed its people and taxed them heavily, taking one-third of their income to meet government needs including reparations. The United States borrowings did not pay the reparations but they did ease the problem of transfer. Dr. Anderson says:

"I believe that Germany, taking everything into account, has made a record of good faith and not of bad faith as a debtor, and that the charges of financial recklessness and irresponsibility, and even of bad faith made against her are without justification. I believe, too, that the German position is perfectly manageable, and will be rectified when we, and France, and the other governments concerned, make the necessary adjustments in inter-allied debts and in reparations. I further believe that we cannot move too rapidly in these matters."

Short Selling Provides Last Bulwark for Prices

President Richard Whitney, of New York Stock Exchange, Defends Operation in Radio Address

By RICHARD WHITNEY,
President, New York Stock Exchange, in radio address.

I do not believe that the facts with regard to short selling have been thoroughly understood or properly explained to the public, and for this reason perhaps hasty conclusions have been reached and expressed on this problem.

Just what is short selling? Let us imagine a man has become convinced that a certain security is selling at too high a price. He feels that it is certain to sell at a lower price in the future and he wishes to take advantage of this situation. To do so, he tells his broker to sell the stock on the Stock Exchange. At the moment the order is given the broker usually does not know whether his customer is making a short sale or is actually selling stock that he possesses. The order is sent through to the floor of the Stock Exchange and is executed in exactly the same way as any other order. The broker who buys is not aware that the man who is selling has not possession of the stock. The contract made between the brokers is for delivery of the stock against payment on the next business day, and the buying broker will demand that the seller deliver the stock to him in accordance with the contract. It is only when the day for delivery arrives that a short sale differs from a sale of long stock. The man who has not in his possession the stock which he has ordered his broker to sell must obtain it in order to carry out his contract. This is done in the usual course of business by the short seller borrowing the stock from other persons who possess it. Stocks can be borrowed just as money can be borrowed. Therefore, the short seller borrows the stock and delivers it on his contract and the short sale is then complete.

Similarity of Two Operations

You can readily see that a man who thus sells stock short and meets his obligation to deliver by borrowing does substantially the same thing as a man who buys stock and pays for it with borrowed money. The short seller, at the time of the sale, has not got the stock in hand to deliver; just as the long purchaser, at the time of the purchase, has not got the cash in hand to pay for it. In each case, the seller or buyer has sufficient credit to borrow the stock or money with which to meet his obligation. If it is wrong for a man with credit to borrow stock because he is selling it short, it is just as wrong for a man to borrow money to buy stock or any other kind of property.

When we borrow money or stock or any other kind of property what we really do is to obligate ourselves to return the same or equivalent property at some time in the future. Few people seem to realize that a short sale is nothing but a contract to deliver stock in the future. The short seller, when he has made his sale, is obligated to return the equivalent to the person who loaned him the stock. The loan may be due at a fixed time or it may be payable on demand, but in either case the short seller must at some time buy the stock that he has borrowed and return it to the lender. This is the feature of short selling that makes it so essential to an open market for securities. Every man who has sold short is, as I have said, a potential buyer of securities, and this is a source of great stability to a market, because experience shows that when prices suddenly decline the short sellers purchase stocks in order to discharge their loans. This is especially true in times of crisis when other people hesitate to buy and the short sellers represent the purchasing power which prevents the market from becoming demoralized. The stock exchange has recognized this fact for many years and has always permitted short selling because it was convinced that no securities market could long continue in business if short selling were forbidden.

In spite of all that has been said about short selling, there can be no doubt that it is a lawful practice. There are many decisions by our highest courts upholding it. There is one, however, which is worth quoting, not only because it is a decision of the Supreme Court of the United States, but also because the opinion was written by one of our most eminent jurists, who, with broad vision, has recognized the necessity of upholding the practice of selling for future delivery. I refer to the opinion of Mr. Justice

(Continued on page 7)

1889—1931

The facilities of this organization, built up over forty-two years of service, are available for investors in any part of Canada.

Inquiries may be addressed to our nearest office.

A. E. AMES & CO.
LIMITED
Business Established 1889
TORONTO
Montreal Vancouver Victoria New York London, Eng.

CHASE & SANBORN'S COFFEE
Canada's favorite for half a century
A quality product of
STANDARD BRANDS LIMITED
HEAD OFFICE: MONTREAL
A Canadian corporation operating Canada's largest fresh food delivery system

MANUFACTURERS AND DISTRIBUTORS OF
Fleischmann's Bakery Products • Fleischmann's Yeast for Health
Magic Baking Powder • Gillett's Lye • Royal Yeast Cakes
Chase & Sanborn's Tea and Coffee

4 Reasons for 42 Years of Successful Operation

1. Careful administration
2. Sound Investing
3. Aggressive Sales Policy
4. Clean-cut service to policy holders.

These four reasons tell in brief the interesting story of The Dominion Life rise to a place among the leaders in the Canadian Life Insurance field.

Assets $25,237,678
Established in 1889

S. 4.

THE DOMINION LIFE ASSURANCE COMPANY
HEAD OFFICE - WATERLOO, ONTARIO

Reputation...
based on years of leadership

College Jean de Breboeuf, Montreal, P.Q., is protected by 53,900 sq. ft. of Barrett Specification Roofs, 3,500 ft. of Barrett Bonded Flashings and 27 Holt Roof Connections. Architect: A. Piche. General Contractor: Albert Deschamps. Roofer: Eastern Steel Products, Ltd. All of Montreal.

BARRETT'S enviable reputation in roofing is founded upon more than three-quarters of a century of engineering and manufacturing success. Since 1854 in the early days of the coal-tar pitch and felt roof, Barrett has demonstrated its leadership in roofing.

In 1905 the famous Barrett Specification was drawn up and became the standard for flat-roof construction. It still is today. Sixteen years ago Barrett was first to bond roofs against repair and maintenance expense. Barrett was first to offer complete roof inspection service; first to bond flashings; and the Barrett organization of Approved Roofers was the first ever established.

When you buy Barrett Specification Roofs you buy the finest pitch and felt that can be made, expert application by Barrett Approved Roofers, and Barrett's unequalled roof inspection service.

BARRETT
COMPLETE ROOF SERVICE

The Barrett Company, Ltd. offers a complete roof service which includes the famous Barrett Specification Roof (Bonded for 20 or 15 years); Barrett Red Star Roofs; Barrett S.I.S. Roofings; Barrett Bonded Flashings; and Holt Roof Leader and Vent Connections. For advice on any roofing or waterproofing problem, consult with us or the Barrett Approved Roofer nearest you.

The Barrett Company
LIMITED
Montreal Toronto Winnipeg
Vancouver

Barrett Specification Roofs

Business Conditions in Canada

The Week in Business

Favorable Factors in September

Basic Industries Not Yet Adjusted

Tire Makers Expect Replacement Demand

THOSE who are looking for favorable factors in the present business outlook will read with interest the picture of Canadian business as shown this week by The Financial Post preliminary index of the physical volume of business in this country. After seasonal adjustment it is found that good gains were made during September, in newsprint, gold and silver mining, nickel exports, milling and sugar production, construction contracts and building permits. It is also shown that although operations measured by this index are nearly 42 per cent below the all-time peak of April, 1929, we are still 22.8 per cent above the lowest point in the 1921 depression, namely June, 1921.

Some of the increases recorded during September are of interest, particularly when it is remembered that they are all after seasonal adjustment. In newsprint the gain was 12 per cent whereas normally there is a seasonal decline from August to September. Nickel exports were higher in volume by 15 per cent. Milling made a gain of 31 per cent; construction — due largely to the inclusion of the first portion of the Abitibi Canyon contract—was higher by 52.5 per cent and building permits gained 33.5 per cent.

• • •

AGAIN in the "consumption" industries such as foodstuffs, does not presage a general rise in business unless accompanied by a similar increase in basic industries, and although the iron and steel and automobile industries dipped to new low during the past month, the figures are nevertheless of value in that they may give some clue as to what groups may lead the returning upswing as far as Canada is concerned. It must not be forgotten, however, that the complete index actually declined for the month and that prospects for any real movement before spring—or what is really of primary importance—before further necessary economic adjustments in manufactures and industry have taken place to bring business generally into line with the low level upon which one-third of our people (agriculturists) are doing business, is hardly to be hoped for.

• • •

THAT the groundwork for recovery is being laid, however, in many lines, may be indicated by the actual experience of a Canadian rubber manufacturer who recently sent out a number of men to find out the condition of the average car-owner's tires. He found that in over 40 per cent of the cars investigated, the tires had run more than 18,000 miles, which is within a narrow range of the safety limit beyond which a driver is taking a real chance by not buying new ones. Thus this manufacturer deduces that tire buyers have for the most part held off buying tires as long as they possibly can and that replacement business will probably pick up notably in the very near future. In fact, replacement orders of this nature are already said to be coming in in considerable volume. Incidentally it is worth noting that tire manufacturers are exceedingly proud of the fact that the man who buys tires today gets at least 100 per cent better value than a few years ago not only through lower prices but also through better mileage. Only a very short while ago tire manufacturers were competing to bring out tires with a guaranteed mileage of 5,000 miles, while today a car owner is dissatisfied if he cannot get 20,000 miles out of his tires.

BUSINESS GOOD SAYS LETHBRIDGE VIEWING OUTLOOK

Yields Fair — Beet Factory Busy—Finances of City Improved

From Our Own Correspondent

LETHBRIDGE.—Lethbridge city and the district it serves are weathering the economic storm in stout shape and business men are not downhearted. The harvest is being cleaned up with fair yields recorded, probably 12 bushels to the acre on an average for dry and irrigated lands. Some irrigated fields have given a return as high as 48 bushels to the acre of No. 1 hard wheat. Much of the crop—it will run around 25,000,000 bushels probably for the whole of Southern Alberta—is being marketed but not a little will be held for a rise or put into beef, pork or mutton.

Young stock are now going into the feed lots while fat stuff is moving weekly to the old country markets, for despite the slump in the pound sterling cattlemen are able to ship profitably to Britain providing the best grades are consigned. Growers in this old ranching area, headed by such men as Senator Riley, Hon. A. J. McLean, W. H. McIntyre, George Ross, Gilchrist Brothers and others, are determined to hold the gains made overseas.

Beet Sugar Outlook

The beet sugar factory at Raymond, owned and operated by Canadian Sugar Factories Ltd., subsidiary of the B. C. Sugar Refineries Ltd., of Vancouver, is operating and will likely run until the New Year. The beet crop is heavy, it will exceed 100,000 tons, and more than a million dollars will be put into circulation this season by this industry. Growers are clamoring for more factories but the company shows no inclination to expand under existing market conditions.

Complaints that Alberta sugar could not be obtained in Northern Alberta and suggestions of a sugar monopoly have been answered by officials who state that it is a matter of freight rates. The sugar is sold in the territory where they enjoy the most favorable rates, but with a large output of sugar this fall and winter it is expected that beet sugar will again be supplied the Edmonton and Camrose territories.

City's Financial Position

Lethbridge city is in a particularly favorable position despite the demands of unemployment relief. The city treasurer's figures reveal that the sinking fund shortage on December 31, 1930, amounted to $12,300, and this shortage has since been wiped out by payments made to the fund over a period of months. At the end of the year 1930 the par value of all bonds held by the sinking fund was $89,740 greater than the book value at which they are carried as an asset. The bonded debt of the city six years ago was $3,188,826 whereas at the end of the year it was $2,138,076, a total reduction during the six years of $1,050,749 notwithstanding new issues during that period. Tax collections have been remarkably good. Tax collections to the end of September 1930 amounted to $458,000 while the collections for the same period in 1931 reached $457,542. The city spent $90,000 in unemployment relief in 1930.

Strong Demand for Canada Grain

	Canada	United States
Commodity Brices:	Wheat gains with steady demand for best Canadian grain.	Basic commodities show strength as wheat, copper make gains.
Iron and Steel:	Primary plants continue to operate at about 30 p.c. capacity. Future cloudy.	September operations at motor plants were lowest since January, 1922.
Foreign Trade:	Six months figures show imports off 38 p.c., exports off 31 p.c.	Nine months figures show imports off 32 p.c.; exports off 39 p.c.
Car Loadings:	Seasonal upturn with current figures still 18 p.c. below 1930.	Current loadings at year's high though still 20 p.c. below same week in 1930.
Employment:	Highway and other construction work gives employment to over 200,000.	Hoover reported planning tremendous construction campaign as spring business stimulus.
Stock Markets:	Stocks respond favorably to constructive news; turnover still small.	Markets highly sensitive — unfavorable outlook for short-term funds is major influence.
Week's Highlight:	Many groups record gains in Sept. After seasonal adjustment general trend still unsettled.	Financiers, business men await results of I. C. C. regarding railway freight rates.

BUILDING PERMITS SHOW GOOD GAIN

New Brunswick and Quebec Cities Busier in September Than Year Ago

A seasonal increase of 25.5 per cent as compared with August is shown in building permit statistics for September compiled by Dominion Bureau of Statistics. The September figure of $10,322,400 covers activities in 61 leading cities of Canada, and is 7 per cent below the corresponding figure for September, 1930. Cumulative figures for the first nine months of the year are over 30 per cent less than in 1930 but it must be remembered in using this figure that the Bureau's index number of prices of building materials for the first nine months of the year is 83.8 as compared with 94.1 in 1930, or a drop of nearly 11 per cent.

Some 50 cities furnished detailed statistics for September, showing that they had issued 800 permits for dwellings estimated to cost approximately $3,200,000, and nearly 2,000 permits for other buildings valued at over $5,900,000. In addition, Brantford, Galt and Lethbridge reported the authorization of engineering projects valued at $22,356, $53,000 and $75,000, respectively. During August, authority was granted for the erection of about 1,000 dwellings and 2,000 other buildings, estimated in each class to cost approximately $3,900,000.

New Brunswick, Quebec and Ontario reported increases in the estimated value of building as compared with August, 1931, that of $1,953,763, or 76.9 per cent in Quebec being most pronounced. Of the declines in the remaining provinces, that of $248,016 or 42.7 per cent in Alberta was greatest.

As compared with September, 1930, there were gains of $789,139 and $1,514,244 in New Brunswick and Quebec respectively. In the remaining provinces, there were reductions, of which that of $824,483 or 61.5 per cent in British Columbia was the largest.

Of the larger cities, Montreal and Toronto registered higher totals of permits issued than in either the preceding month or the same month of last year. In Winnipeg and Vancouver, on the other hand, there were decreases in both comparisons. Of the other centres, Moncton, Saint John, Quebec City, Galt, Port Arthur, Stratford, St. Catharines, York and East York Townships, Welland and Lethbridge showed increases as compared with both August, 1931, and September, 1930.

Marler to Open New Trade Offices

Hon. Herbert Marler, Canadian Minister to Japan, left last week for the far East. Upon his return to the Orient the minister will give immediate attention to the establishment of Canadian Government Trade offices at Dairen and Tientsin a step recently decided upon at Ottawa.

Before sailing Mr. Marler met the China committee of the Vancouver Board of Trade who discussed with him a label for Canadian goods for sale in China. Mr. Marler gave his enthusiastic endorsation to the label and promised to forward the recommendation to Hon. H. H. Stevens, Minister of Trade and Commerce, and the Canadian Manufacturers' Association. The label carries a design of the Maple Leaf with the word "Canada" inserted, also Chinese characters which read "Produced in Canada."

New Industry For Hamilton

A new industry known as the Canada Safety Clear Vision Company is locating in Hamilton. The company has purchased the Canadian rights to a new safety device for use in connection with windshields of automobiles, aeroplanes, motor boats, etc.

Many Gains Recorded By September Business

Newsprint, Mining, Foodstuffs, Construction Show Gains After Seasonal Adjustment—Post's Preliminary Index 42 p.c. Below 1929 Peak But Still 23 p.c. Above Low Point of 1921 Depression

By SYDNEY B. SMITH

The decline in Canadian industrial operations which had been continuous since May of the present year was retarded in September. Developments were uneven during the month, several groups showing considerable resumption of activity. The Financial Post preliminary business index, based on eighteen factors which are presently available, showed a decline of only 0.8 per cent. The standing in September was 106.9 compared with 107.6 in August.

After elimination of the seasonal factor, a marked resemblance is evident between the business trends of the last three years. In each case a substantial gain has been shown in business operations during the early months of the year, followed in subsequent months by drastic decline. Measured by the preliminary index, physical volume movements gathered momentum in the first five months of 1929 reaching a maximum in Canadian industrial history in May of that year. The index which is based on the average of the period from 1919 to 1924 equalling 100, was 182.9 at the high point in May, 1929. The decline in the remainder of the year was severe accentuated by the unsettlement of the stock exchange crisis occurring in the last quarter.

Decline 42 Per Cent

During the first six months of 1930, business operations were more than maintained, the decline in the latter part of the year being particularly severe. While 1931 commenced with business operations at a greatly reduced level, the general trend for the year resembles that of 1930. A shoulder was established in the first four months during which operations improved moderately. The decline in the index from the high point of 1929 to the low point on the present movement reached in September was 41.6 per cent. This comparison places industrial operations at the present time in an unfavorable light but it must be recalled that conditions of maximum production in 1929 were unsound owing to the difficulty of disposing of such a large product at the prevailing prices. The outlook at the present time is obviously better in that considerable readjustment has already been accomplished and the time cannot be far distant when operations will be resumed on a large scale.

The normal growth of Canadian industries has been so great in the post-war period that such a marked decline as shown in the last three years has not reduced operations to the low point of the preceding major depression in 1921. For example, the business index was 77.2 in June, 1921. This compares with 106.9 in September last, the advance in operations according to the index being no less than 22.8 per cent. Business indexes will vary in such comparisons according to the factors included, and the method of compilation, but it is evident that the level of operations at the present time is substantially greater than in 1921.

September May Hold Clues

September was an eventful month, the suspension of gold payments by the Bank of England leading to world-wide financial unsettlement. The depreciation of the Canadian dollar and of other currencies has varying effects on the operation of different industries and developments in September may furnish a clue to the possible outcome. In any case the output of newsprint was 178,312 tons in September compared with 165,124 tons in August, while production is normally less in the later month. The gain after adjustment for seasonal tendencies was about 12 per cent. The shipments of gold were more than maintained in September and the rise in the price of silver led to a considerable gain in shipments from Canadian mines. The exports of nickel made a gain of 15 per cent after seasonal adjustment, while the exports of copper and zinc showed moderate contraction.

Foodstuffs Gain

The operations of the industries producing foodstuffs showed considerable improvement in the latest month for which statistics are available. The milling industry produced 1,333,000 barrels of flour in August, the gain over the preceding month after seasonal adjustment being 31 per cent. The output of manufactured sugar was 89,406,000 pounds in the four weeks ended September 12 compared with 87,430,000 pounds in the corresponding period of 1930.

The gain in construction contracts awarded was occasioned by the occurrence of one large contract, the first portion of the power plant at Abitibi Canyon at $10,000,000, The gain in awards after usual adjustments was no less than 52.5 per cent. Building permits in 61 cities were $10,322,000 compared with $8,224,000 in August, a gain of 33.5 per cent after seasonal adjustment.

Operations in the iron and steel and automobile industries showed further recession in September. The output of iron and steel was at a new low point on the present movement and the production of motor cars reflected the low level of demand.

Canadian Business Indicators

Compiled Weekly by The Financial Post

	Weekly Latest 1931	1930	Cumulative Jan. 1 to date 1931	1930
C.P.R. Gross Earn. (Oct. 14)	$ 2,877,000	$ 4,095,000	$ 112,510,000	$ 144,243,000
C.N.R. Gross Earn. (Oct. 14)	$ 3,059,687	$ 4,904,222	$ 139,824,267	$ 178,318,162
Car Loadings (Oct. 10)	58,158	71,251	2,000,352	2,520,388
Common Stock Index (Oct. 15)	61.7	113.5	......	......
	Monthly			
Production—				
Pig Iron, tons, (Aug.)	23,212	57,459	362,737	573,321
Steel, tons (Aug.)	52,491	57,626	559,465	762,663
Newsprint, tons (Sept.)	178,412	195,490	1,670,150	1,902,056
Automobiles (Aug.)	4,544	9,792	74,849	130,665
Boots and Shoes, pr. (Aug.)	1,627,006	1,542,686	12,062,805	11,730,141
Flour, bbls. (August)	1,323,287	1,547,936	9,301,068	10,192,132
Mineral Production—				
Gold, oz. (July)	223,700	170,260	1,497,037	1,146,499
Silver, oz. (July)	2,069,171	1,999,136	13,770,889	15,222,695
Nickel, tons (July)	2,655	4,680	23,000	32,245
Copper, tons (July)	11,838	13,077	86,476	91,845
Lead, tons (July)	21,868	13,109	97,931	99,211
Zinc, tons (July)	20,832	9,968	77,255	71,654
Coal, tons (July)	826,156	1,058,424	6,717,744	8,223,234
Nat. gas, M. cu. ft. (July) ..	1,458,814	1,304,168	16,431,156	17,232,913
Petroleum, bbls. (July) ...	119,327	122,862	1,073,428	762,746
Automobile Financing—				
Used Cars (Aug.)	$ 1,485,153	$ 2,919,461	$ 16,187,881	$ 24,784,569
New Cars (Aug.)	$ 1,417,484	$ 2,003,901	$ 16,500,878	$ 24,187,552
Construction—				
Building Permits (Sept.) ...	$ 10,322,414	$ 11,093,020	$ 86,898,267	$ 126,361,850
Contracts (September)	$ 33,658,400	$ 32,407,100	$ 250,793,300	$ 359,814,700
Labor—				
Employment Index (Sept) ..	107.1	116.6	......	......
Trade—				
Imports (Sept.)	$ 45,372,051	$ 87,900,201	$ 494,991,895	$ 793,671,430
Exports (Sept.)	$ 48,991,385	$ 81,046,227	$ 439,150,578	$ 663,244,399
Imports of Key Products—				
Rubber, raw. lbs. (Aug.) ...	5,160,225	4,722,597	41,380,888	48,825,337
Cotton, lbs. (Aug.)	4,754,000	3,457,000	55,335,000	54,114,000
Sugar, raw, lbs. (Aug.)	98,401,300	116,629,400	540,008,000	536,490,500
Petroleum, crude, gal. (Aug.)	106,065,392	100,570,898	668,538,344	667,214,202
Coal, tons (July)	1,245,095	1,781,183	6,610,435	9,011,969
Exports of Key Products—				
Newsprint, tons (August) ..	160,175	170,106	1,343,153	1,536,767
Automobiles, No. (Aug.) ...	740	3,922	11,816	31,043
Wheat, bus. (Sept.)	14,335,637	27,817,053	126,131,372	124,528,775
Wheat flour, bbls. (Sept.) ..	556,565	784,349	4,210,968	7,722,698
Electric Power—Output—				
M. Kilowatt hours (August) .	1,251,715	1,411,860	10,787,249	11,787,497
Population—				
Emigration (August)	1,108	4,137	8,690	31,456
Immigration (June)	3,169	13,175	15,510	54,385
Finance—				
Failures, No. (August)	155	159	1,416	1,533
Failures, Liabilities (Aug.)	$ 2,350,994	$ 5,518,164	$ 27,715,048	$ 34,466,967
Bank Debits (August)	$2,243,561,470	$2,801,605,985	$21,069,109,733	$24,920,761,209
Bond Sales (Sept.)	$ 50,920,400	$ 39,423,612	$1,024,677,750	$ 498,052,772
Insurance Sales (Sept.)	$ 30,066,000	$ 39,643,000	$ 367,283,000	$ 425,295,000
Wholesale Prices (1926)=100—				
General Index (Sept.)	70.0	82.1	......	......
Iron & its products (Sept.)	86.8	90.4	......	......
Cotton, raw	37.2	62.7	......	......
Grans	35.8	54.6	......	......
Livestock	71.1	93.4	......	......

SHORT SELLING PROVIDES LAST BULWARK FOR PRICES

(Continued from page 6)

Holmes in the case of Board of Trade vs. Christie Grain & Stock Co., in which he said:

* * * "Of course, in a modern market contracts are not confined to sales for immediate delivery. People will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes, equalizing prices and providing for periods of want. It is true that the success of the strong induces imitation by the weak, and that incompetent persons bring themselves to ruin by undertaking to speculate in their turn. But legislatures and courts generally have recognized that the natural evolutions of a complex society are to be touched only with a very cautious hand, and that such coarse attempts at a remedy for the waste incident to every social function as a simple prohibition and laws to stop its being are harmful and vain. This court has upheld sales of stock for future delivery * * *"

As Justice Holmes so clearly points out, short selling is not only a lawful practice but it is also the expression of the business judgment of an individual or individuals in selling something where the belief exists that the prevailing price is too high to be warranted by existing conditions. This opinion is set off against that of the purchaser, who believes the price is warranted. Of these fundamentally different views, one is right and the other is wrong, as may be proved over a period of time. Human judgment is never infallible and yet he whose judgment at a particular time is proved incorrect may find himself at a later period justified in his first opinion. However, in the interim, where his judgment has been wrong, either as a purchaser or as a short seller, he should not put the blame for his lack of business judgment upon the market place that affords him the opportunity to buy or sell.

BAKERS DEBATE HOW TO CUT COST OF DISTRIBUTION

Association Forms Committee to Enquire Into Matter

Bakers will endeavor to reduce the distribution cost of bread in order to meet the prices charged at chain stores of 6 cents a loaf, according to opinions expressed at the convention recently held in Montreal of the Bread and Cake Bakers' Association of Canada.

Quoting figures from a Government survey of 119 bakeries made last year, M. Bredin, of Toronto, past president of the association, stated that the average cost of delivering a loaf in Canada was 1.66 cents. In Toronto the cost of delivering an 8-cent loaf was 3.5 cents, while one firm reported a delivery cost as high as 5.18 cents. Figures from five Montreal firms included in the survey went as 2.36 cents a loaf.

High-Class Salesmen

There were Mr. Bredin pointed out, several reasons for this tremendous cost. One was the senseless competition among bakeries; another the duplication of delivery routes which sent half a dozen different wagons to the same street, each to deliver to half a dozen houses; a third was the development of the delivery man into a high-power, aggressive salesman. Where once the delivery man had been just what his title implied and had worked for a regular weekly wage, today his job was selling just as much as delivering. He had a wide range of cakes, buns and bread to offer and he received a commission for each sale. This commission might be as much as 15 per cent, and helped to swell delivery costs. The answer to this last was not that the man's commission should be cut, Mr. Bredin added, for he was earning only a moderate wage.

After a short discussion of the problem, the association asked Mr. Bredin and W. H. Carruthers, of Toronto, to form a committee to attempt to see how current delivery costs might be cut.

Montreal Grain Receipts Show Improvement

From Our Own Correspondent

MONTREAL.—Grain receipts and deliveries at the Port of Montreal up to October, 1931, showed a slight increase over the figures for the same period in 1930. Total receipts were 69,185,967 bushels, a gain of about 6,000,000 bushels while deliveries at 67,550,486 bushels showed a gain of slightly less than 4,000,000 bushels.

Grain received by water up to October 15 amounted to 62,651,655 bushels, a gain of about 2,000,000 bushels, while rail shipments were higher by 4,000,000 bushels at 6,224,312 bushels.

The record year for the Port of Montreal was 1928, when receipts of grain totalled over 217,000,000 bushels and deliveries exceeded 211,000,000 bushels.

Manitoba Gold Output Gains

Manitoba's gold output for the first half of the year was over five times greater than for the same period of 1930, at 52,788 fine ounces valued at $1,091,224, compared with 10,010 fine ounces valued at $206,925 for the similar half year of 1930, according to the Dominion Bureau of Statistics.

Business Briefs

Alberta Creameries received 1,753,000 lbs. butterfat for the four weeks ended September 26, an increase of 13.9 per cent over 1930. Total receipts for the year to-date are 30 per cent ahead of 1930.

* * *

Creamery Butter output in Saskatchewan increased 39.5 per cent to 1,979,475 lbs. for September, 1931 as compared with September 1930. Total production for the first nine months of the year is 15,718,000 lbs. or 35.9 per cent above 1930 figures.

* * *

Wheat Stocks as at October 9 amounted to 125,325,000 bu. as compared with 120,537,000 bu. the previous week and 171,400,000 bushels at this time a year ago. During the two weeks ending October 9, 6,600,000 bu. Canadian wheat were shipped overseas

* * *

Car Loadings continued a delayed seasonal advance for the week ended October 10, total loadings for that week being over 3 per cent above the previous week but 18.5 per cent less than the same week a year ago. For the year to-date total loadings are lower by 20 per cent. Last year the seasonal upturn due to grain shipments from the west, commenced at the end of August, but this year although a slight improvement was shown at that time the best gain of the year to-date has been in the last two weeks.

Aerated Water Industry Reaches Record in 1930

Production of aerated water industry reached an all time record of $15,550,000 in 1930 and increase of 11 per cent over 1929, and more than double the value reported for 1924.

In 1930 there were 385 plants engaged chiefly in making non-alcoholic carbonated beverages. These plants had a capital investment of nearly $15,000,000, employed a monthly average of 2,440 people who received over $3,000,000 in salaries and wages. Purchased materials cost $3,667,000 including among other things over 10,000 tons of sugar, and 1,400 tons of carbon dioxide gas.

ESTABLISHED 1908
ROBERT DODD & COMPANY
INCORPORATED
Investment Bankers
The Royal Bank Building, Montreal
HArbour 8141-2

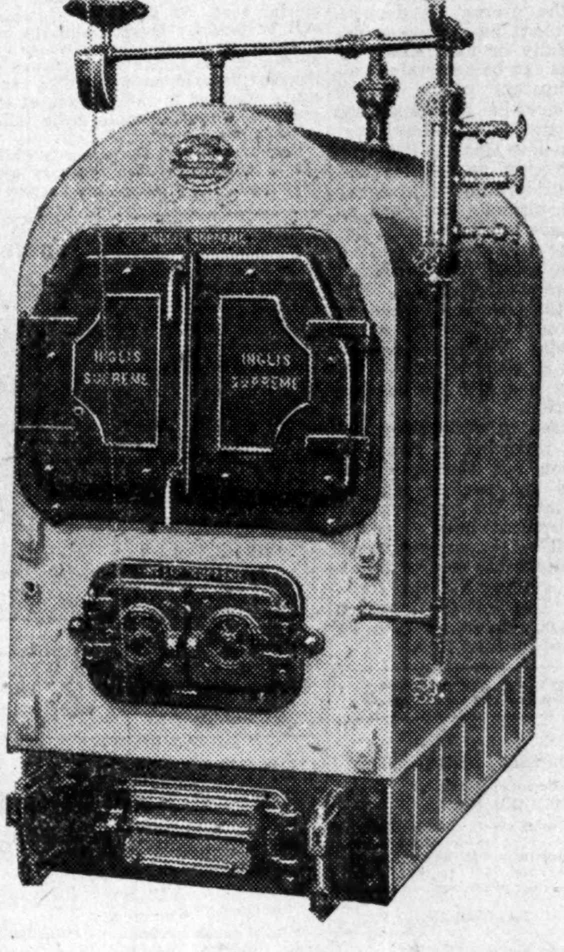
HAMILTON BRIDGE COMPANY
LIMITED
Designers, Fabricators and Erectors
of every class of
Structural Steel Work
Head Office and Works:
HAMILTON - CANADA

INVESTORS
TRADERS
"How to Eliminate Stock Market Hazards"
(Send for free copy)
Roland's
Financial Service
Federal Building
TORONTO

HERBERT TAREYTON—a distinctive English smoking mixture. Truly worthy of your choice. Intrigues the most fastidious. A smoke you'll linger over.
Glass Humidors $1.50 and $3.00
Herbert Tareyton London
Smoking Mixture
"THERE'S SOMETHING ABOUT IT YOU'LL LIKE"
SEALED POUCH PACKAGE
25¢

Government, Municipal
Public Utility and
Industrial Issues
We shall be pleased to submit current offerings and information upon request.
Royal Securities Corporation
Limited
244 St. James Street
MONTREAL
330 Bay Street
TORONTO 2
Offices in principal cities throughout Canada
N-18

Two Reasons
why you should be a regular subscriber
1. You cannot afford to miss reading each issue during the coming year. Articles of vital interest to Business men and Investors will be published, which will alone be well worth the subscription price of $5.00.
2. As a subscriber—
You are entitled to a personal reply from the Investment Editor regarding any Canadian Investments in which you are interested.
THE FINANCIAL POST,
153 University Ave.,
Toronto.
Please send me The Financial Post for the next year (52 issues), this to entitle me to obtain by letter, a personal reply from the Investment Editor to enquiries regarding any Canadian investments in which I may be interested by simply supplying a stamped return envelope. I enclose $5.00.
Name ....
Occupation ....
Address 830



CONSIDER YOUR HEATING PROBLEM NOW!
INGLIS
SUPREME
HEATING BOILERS
New Standards of Heating
EFFICIENCY
ECONOMY
and
SATISFACTION
—self contained units, ready to go to work.
—require but a small amount of space.
—built for low pressure steam or hot water.
—adaptable for stokers or oil firing.
—built by Inglis to give years and years of heating efficiency, economy, satisfaction.
—backed by 75 years of experience and the Inglis reputation for skilled workmanship.
Our Engineering Department will gladly advise you on all heating problems without obligation.
The John Inglis
COMPANY LIMITED
14 Strachan Avenue . . Toronto
618 Castle Building . . Montreal

DIVIDEND NOTICES

Borden's

COMMON DIVIDEND NO. 87

A quarterly dividend of seventy-five cents (75¢) per share has been declared on the outstanding common stock of this Company, payable December 1, 1931, to stockholders of record at the close of business November 14, 1931. Checks will be mailed.

The Borden Company
WM. P. MARSH, *Treasurer.*

Hollinger Consolidated Gold Mines LIMITED

Dividend Number 220

A dividend of 1% on the outstanding Capital Stock of the Company has been declared payable on the 4th day of November, 1931, on which date cheques will be mailed to shareholders of record at the close of business on the 21st day of October, 1931.

Dated the 14th day of October, 1931.

I. McIVOR,
Assistant-Treasurer.

Frost Steel and Wire Company, Limited

First Pref. and Class "A" Pref. Dividends

Notice is hereby given that a Quarterly Dividend of 1¾% on the First Pref. and Class "A" Pref. Shares, was declared for the quarter ending October 31st, 1931, payable November 1st, 1931, to Shareholders of record at the close of business October 17th, 1931.

By Order of the Board.
CHAS. A. SMITH,
Secretary.

Hamilton, Ont., October 16th, 1931.

The Canadian Bank of Commerce

Dividend No. 179

Notice is hereby given that a dividend of Three per cent on the paid-up capital stock of this Bank has been declared for the quarter ending 30th November, 1931, and that the same will be payable at the Bank and its Branches on and after Tuesday, 1st December next, to shareholders of record at the close of business on the 31st day of October, 1931. The Transfer Books will not be closed.

By Order of the Board,
S. H. LOGAN,
General Manager.

Toronto, 16th October, 1931.

Simpsons, Limited

Preference Dividend No. 9.

Notice is hereby given that a Quarterly Dividend of One and Five-eighths Per Cent. upon the outstanding Six and One-Half Per Cent. Cumulative Preference Shares of this Company has been declared, payable on November 2, 1931, to shareholders of record at the close of business on the 21st day of October, 1931. The transfer books will not be closed.

FRANK HAY,
Secretary.

Toronto, October 14, 1931.

The Royal Bank of Canada

DIVIDEND NO. 177.

NOTICE is hereby given that a dividend of three per cent. (being at the rate of twelve per cent. per annum) upon the paid-up capital stock of this bank has been declared for the current quarter, and will be payable at the bank and its branches on and after Tuesday, the first day of December next, to shareholders of record at the close of business on the 31st day of October.

By order of the Board.
M. W. WILSON,
General Manager

MONTREAL, Que., October 16, 1931

BANK OF MONTREAL

NOTICE is hereby given that a DIVIDEND of THREE per cent. upon the paid up Capital Stock of this Institution has been declared for the current quarter, payable on and after TUESDAY, the FIRST day of DECEMBER next, to Shareholders of record at close of business on the 31st October, 1931.

The Annual General Meeting of the Shareholders will be held at the Banking House of the Institution on MONDAY, the SEVENTH day of DECEMBER next.

The Chair to be taken at noon.

By Order of the Board,
W. A. BOG, General Manager
JACKSON DODDS, General Manager

Montreal, 16th October, 1931.

UNDER THE MANAGEMENT OF POWER CORPORATION OF CANADA LIMITED

SOUTHERN CANADA POWER COMPANY LIMITED

Common Dividend No. 26

A DIVIDEND of Twenty-Five Cents (25c) per share, being at the rate of $1.00 per annum, on the NO PAR VALUE COMMON STOCK OF SOUTHERN CANADA POWER COMPANY, LIMITED, has been declared for the quarter ending October 31st, 1931, payable November 16th, 1931, to shareholders of record at the close of business on October 31st, 1931.

By order of the Board,
L. C. HASKELL,
Secretary.

Montreal, September 25th, 1931.

Brazilian Traction, Light and Power Company, Limited

(Incorporated under the Laws of the Dominion of Canada)

NOTICE IS HEREBY GIVEN that the Board of Directors of this Company has declared a quarterly cash dividend of 25 cents per share on the Company's issued Ordinary Shares of no par value, payable on 1st December, 1931, to shareholders of record on the registers at the close of business on the 31st October, 1931.

DATED at Toronto, Canada, the 15th day of October, 1931.

By Order of the Board,
A. W. ADAMS,
Secretary.

NOTE:

The Transfer Agents of the Company are National Trust Company, Limited, Toronto and Montreal, Canada.

The Company's London Agents are Canadian and General Finance Company, Limited, 3 London Wall Buildings, London E.C.2, England.

WILL CONSIDER CITY CLUB SALE TO CANADA BUD

Shareholders Meet on October 28—Cost is $325,000

Announcement last week that Canada Bud Breweries Ltd. had acquired all of the capital stock of City Club Breweries Ltd. is now followed by the calling of a meeting of shareholders of Canada Bud Breweries on October 28 to ratify the purchase. Duncan McLaren, president of Canada Bud Breweries Ltd. is the vendor. The proposed price is $227,622 in cash and the assumption of two mortgages amounting to $97,378 and in return Canada Bud Breweries Ltd. will receive 50,003 no par value common shares of City Club Breweries, Ltd. outstanding.

The plant of City Club Breweries Ltd. is located at Duchess and Sherbourne Streets, Toronto, and was formerly owned by Kormann's Beverages, Ltd., which went into bankruptcy in January, 1931. Subsequently the property was acquired by Duncan MacLaren. City Club Breweries, Ltd. was incorporated in Ontario in July, 1931, and the property was placed in the name of the company. The agreement of sale, however, is between Mr. MacLaren and Canada Bud Breweries, Ltd. It is stated in the agreement that "the vendor has personally expended considerable moneys upon improvement of the properties—and has personally incurred certain liabilities in connection with said property and improvements thereof."

Of the 50,003 common shares of City Club Breweries Ltd. to be acquired, one qualifying share each will be held by Duncan MacLaren, W. A. Mackenzie and Charles E. Kiewel who will constitute the board of directors of City Club Breweries Ltd. The mortgages to be assumed by Canada Bud Breweries Ltd. amount to 70,000 and $27,378 respectively with unstated interest accruing from October 1, 1931.

DOMINION LOAN SOON OR LATE IS LOOKED FOR

(Continued from page 1)

Government would appeal for its minimum needs and if the response were greater—as it always has been in the last 15 years—the question of making the loan larger would then be considered.

On the other hand intimations from New York indicate that the Dominion Government could finance its requirements there if international events are favorable. The same events which would make a Dominion loan successful in Canada on a reasonable basis would also make New York willing to meet all requirements of the Dominion Government. It is true that the Canadian dollar is at a heavy discount in New York funds at present and that any loan from New York would require payment of principal and interest in gold. New York bankers, however, are understood to have full confidence that this would be the case with Canada. In spite of the gold export restrictions, or because of them, bankers there are impressed by the desire of the Government to accumulate from its gold mines as much of the metal as is necessary to meet outside obligations.

It is argued that a loan in New York would soon right the exchange situation and also lessen the premium which the Dominion Government would have to pay for gold. It would automatically look after maturing obligations in New York City and therefore lessen the strain on exchange.

Every Avenue is Explored

Both avenues of getting the loan needed to meet the drop in the Government's revenue and the extraordinary expenditures made advisable by unemployment and business depression have therefore been thoroughly investigated. The ultimate decision awaits the course of events and especially the two events mentioned. A better market than the present is desired. Premier Bennett has given no decision officially or unofficially as yet so far as can be ascertained although competent advice in the highest quarters has doubtless been sought. There is an inclination at present to believe that the domestic loan is receiving at the moment greatest consideration from every angle. But ultimate decisions as to amount have yet to be made. For instance, the full amount desired may not be asked for if market conditions are not favorable.

Another tax-free bond issue, it is stated, would go over in a big way in Canada. Whether or not the Government is ready to make such a concession has also its bearing on the situation.

Each succeeding week makes the necessity of financing by not only the Dominion but the provincial governments and various municipalities, so much the greater. Dominion requirements must cover not only a deficit on the current fiscal year's operations but cost of relief works and Canadian National Railway deficit. The C. N. R. financing of September remains yet to be fully absorbed by investors.

DIVIDEND NOTICES

McIntyre Porcupine Mines, Limited

(No Personal Liability)

DIVIDEND NO. 52

Notice is hereby given that a dividend of five per cent. (5%) on the issued Capital Stock of the Company will be paid on the 1st day of December, 1931, to shareholders of record at the close of business on November 2, 1931.

BALMER NEILLY,
Treasurer.

Dated at Toronto, October 1[illegible], 1931.

George Weston, Limited

Preferred Dividend Number 15

NOTICE is hereby given that a Dividend of one and three-quarters per cent. for the three months ending 31st October, 1931 (being at the rate of Seven per cent. per annum), has been declared on the 7% Cumulative Redeemable Preference Shares of the Company, and will be payable on and after November 2nd, 1931, to the Preferred Shareholders of record at the close of business on the 20th day of October, 1931.

CHARLES W. KERR,
Secretary.

Toronto, October 13th, 1931.

Purchase of Labrador Subject of Negotiation

From Our Own Correspondent

OTTAWA: — Ever since the Privy Council judgment in the Labrador case, there have been rumors in circulation to the effect that Canada was negotiating with the Newfoundland Government for the purchase of this vast hinterland of Quebec.

More recently, definite statements declaring the price to be $110,000,000 and that agreement had been reached have been published in this country.

The truth in regard to Labrador is that the Canadian Government has been carrying on negotiations for some months in regard to the purchase. There has been nothing hasty or formal about these negotiations, but the Federal Government, past and present, has made it quite clear to Newfoundland that the Dominion is in the market for Labrador and is prepared to purchase if the price is right. Hitherto, Canada, it is learned, has believed $100,000,000 adequate. The Newfoundland Government, while always ready to discuss sale, has not as yet come to terms.

The position, therefore, is that negotiations are continuing, without any indication of an early settlement.

TWO RECEIVERS WILL OPERATE NAT. RADIATOR

Action Taken With Consent of Reorganization Committee

An operating receivership for National Radiator Corp. has been applied for and granted and operations will be carried on by the two receivers, R. S. Waters, executive vice-president of the corporation, and W. G. Heiner. According to a letter sent out by John H. Waters, president of the corporation, there will be no change in policies or interruption of business and it is expected that the receivership will be of short duration.

The reorganization plan proposed in February, 1931, has been declared operative following deposit of more than 91 per cent of outstanding debentures and substantial amounts of the two classes of stock outstanding. October 15 last was the final date for deposit of securities and from now on securities may be deposited only on payment of such penalties as may be imposed by the reorganization committee.

Scale Down Capital

The reorganization plan was proposed following failure of the corporation to pay debenture interest due February 1, 1931, and called for a 50 per cent reduction in the amount of debentures outstanding with preferred and common shareholders taking a very substantial cut in their equity. Under the plan, which has been ratified, holders of $1,000 of old 6½ per cent debentures would receive $500 of new 5 per cent debentures, five preferred and 20 common shares; preferred shareholders would receive one share of common stock for each preferred share held while common shareholders would receive only stock purchase warrants permitting the purchase of one new common share at $20 for each three old common shares held up to July 1, 1941, providing that $1 was paid for each share warrant. Both the debentures and the preferred stock were offered in Canada.

QUEBEC COMMENCES $15,000,000 PROGRAM

Trans-Canada Highway is Included in Extensive Undertaking

A $15,000,000 highway improvement programme in Quebec will be started immediately according to J. E. Perrault, minister of highways and mines, who announces that details whereby the government has completed negotiations with Ottawa as to the working out of the trans-Canada highway, have been completed.

Of the total sum, some $5,000,000 will be immediately spent on the trans-Canada highway and the provincial and regional roads. In addition the Metropolitan Boulevard costing over $8,000,000 and which will provide a linking highway through the Island of Montreal, is also planned.

According to Mr. Perrault the main highway relief programme as far as Quebec is concerned will involve $3,000,000 for the regional and provincial road, 60 per cent of which will be paid by Quebec and the remainder by the Dominion. Work will be carried out under the direction of the road department and will be especially executed in the sections of the province where unemployment relief is most necessary.

Concurrent with these words which are in addition to the ordinary programme of the province the first move on the construction of the trans-Canada highway will be toward widening and transforming the highway into one connection with the sections to be completed in Ontario and New Brunswick. It will run from Edmundston to Riviere du Loup, Levis, Quebec, Montreal and Hull. Regarding the last mentioned port of the highway, efforts are being made to have it run through Lachute and complete the highway on the north side of the Ottawa River where there is need for such a highway. This detail will be settled later.

QUEBEC FRAMES SECURITY FRAUDS PREVENTION ACT

Provides Close Check on Brokers and Salesmen

From Our Own Correspondent

MONTREAL. — A complete check-up of brokers and salesmen is provided for under the Security Frauds Prevention Act, 1930, of the Province of Quebec, which has been adopted by the Lieutenant-Governor-in-Council upon the recommendation of the Attorney General of the province.

In the Act it is set forth that brokers and salesmen shall notify the Registrar in writing of any change of address, while brokers must state any change in the officials or members in the case of a company or partnership and the termination of employment of every salesman. The latter class will have to notify the Registrar of any commencement and termination of employment by a registered broker.

Registration under the Act lapses on June 30 each year and all registered brokers or salesmen must have their registration renewed if they want to carry on business with application for renewal of registration being scheduled as not later than June 21 of each year.

A further check on fly-by-night salesmen is provided in a regulation which stipulates that unless he has resided in the Province of Quebec for three months preceding his application for registration, he shall send with the application two photographs, passport, size, certified by his employer or an official thereof.

Under the regulations, registration of brokers calls for a fee of $25 and a salesman of $5.

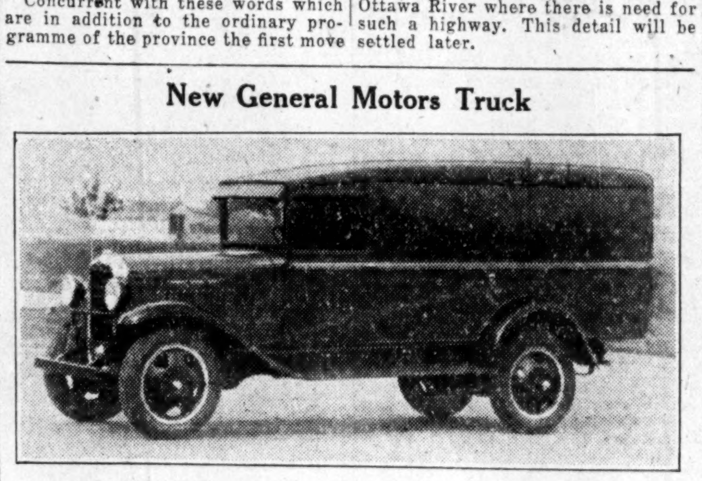
N. B. Tourist Trade Ahead of Last Year

From Our Own Correspondent

MONTREAL. — Change in the seasons has little effect on the flow of tourist traffic to New Brunswick, judging by the customs returns for September, which show that the increase of 10 per cent in motor tourists up to the end of August has been maintained.

During the past month, there were 48,637 entries recorded as against 44,098 for the same month last year. St. Stephen and Richmond Road continue to lead the list in volume of traffic handled, offering as they do natural points of exit from the United States to motor cars from New England and the Atlantic coastal States. St. Stephen port, which affords the motorist the most direct route to Saint John and Moncton in the southern and eastern sections of New Brunswick, has admitted up until September 30 a total of 13,962 cars for periods varying from 24 hours to 60 days; while Richmond Road, which is the natural point of entry to the central Saint John valley, has issued 9,464 permits for visits of corresponding duration. The 1931 entries through St. Stephen show an increase of 900 cars at the end of the same period in 1930.

New General Motors Truck



A new six-cylinder, 60 h.p. truck with a capacity of from 1½ to 2 tons, priced at $750, f.o.b. Walkerville, has been announced by General Motors Truck & Coach Co. The truck will be known as the T-18 and comes in two wheelbase lengths, 131 and 157 inches.

GENERAL MOTORS OFFER NEW TRUCK

New Unit Has 1½ to 2 Ton Capacity at Very Low Price

A new truck of from 1½ tons to 2-tons capacity, powered with a six-cylinder engine of 60 horsepower and priced at $750 f.o.b. Walkerville, has been announced by General Motors Truck & Coach of Canada, Ltd. The new truck, known as the Model T-18, is said to be the lowest priced truck of its rated capacity in the industry, and is the lowest priced model ever offered by the General Motors Truck & Coach, Ltd.

The T-18 is built in two wheelbases of 131 and 157 inches, permitting 9 and 12-foot body lengths, while its 8200-pound gross rating provides full payload measure. Other features are: a statically and dynamically balanced crankshaft counterweighted and equipped with harmonic balancer, crank-case ventilation, flat-tube and fin-type radiator, sturdy clutch, heavy-duty 4-speed transmission, heavy frames with "stress absorbers," heavy axles and forged spoksteel wheels. Dual wheels are optional at slight extra cost.

The cab of the truck is finished with genuine leather upholstery and composite top which is said to largely eliminate vibration. The seat is wide with considerable head-room.

Kirkhope New Head Chevrolet Trucks

Appointment of J. L. Kirkhope to be manager of the Chevrolet truck division of General Motors Products of Canada was announced at Oshawa recently. Mr. Kirkhope will be in contact with salesmen all across the Dominion through the eight zone offices of the company.

To assist Mr. Kirkhope in the new Chevrolet truck organization being set up, truck managers have been named in two of the larger zones. Frank Barker is to occupy this position in the Toronto zone and R. C. Baker in the Montreal zone.

WINTER FAIR NOW PLANNING TENTH SHOW

Agricultural Meet at Toronto, National in Scope

Livestock enthusiasts and agriculturists from all parts of Canada and the United States are expected to take part in the tenth anniversary celebrations of the Royal Agricultural Winter Fair which is being held in Toronto this year November 18 to 26. A feature of the 1931 show will be the fine new equerry building housing 1,200 horses, which the Royal Show will inaugurate.

It was nearly twenty years ago that the need for such a national agricultural show became apparent to a small group of men, and after ten years of planning and organization the first Royal Winter Fair was held in 1922. The building of the Royal Coliseum at the C. N. E. grounds at Toronto provided the essential nucleus around which later developments could take place.

First Show in 1913

The first attempt at a national show in Canada to establish common standards of price and quality for breeders in every province, was the "National Livestock and Dairy Show" organized in 1913 and held in Toronto in November of that year. The war caused a temporary shelving of plans, but again in 1917 a permanent committee was formed and a general meeting arranged to be attended by representatives of the various livestock associations. Some 48 accredited delegates from different organizations, met at this meeting in Toronto in February, 1918. Finally the decision as to the permanent location of the show was made in October, 1919, the chairman showing a deciding vote in favor of Toronto as against Hamilton. The first officers elected were W. A. Dryden, president; H. C. Cox, vice-president; O. W. Waller, Harry McGee, W. W. Ballantyne, J. J. Morrison, George Pepper and G. E. Day, executive committee.

The objective for the fair, as set forth in the charter was "to establish a national fat stock fair and breeding shows in the city of Toronto, for the exhibition of farm animals of all kinds, and the products of farms, gardens, dairies and apiaries, and for the giving of prizes to exhibitors and generally for the encouragement of animal industry and of farm industries in Canada."

The royal coliseum was built during 1921; but as the heating facilities were incomplete, it was not found possible to hold the first fair until November, 1922. Support from exhibitors in all branches, and from every part of the Dominion, was so enthusiastic that accommodation became an immediate problem, despite the fact that the royal coliseum was the largest and finest building of its kind on the continent. The next milestone in the matter of equipment was the opening, in 1927, of the livestock building to house the cattle, sheep and swine. Finally, this year, the building plan was rounded out by the completion of the new stabling.

C. N. STEAMSHIPS CONSIDER SELLING PORTION OF FLEET

Tenders for Various Services Have Been Reported

From Our Own Correspondent

MONTREAL.—Disposal of Canada's national mercantile marine is being considered by the Government. The Canadian National (West Indies) Steamships is not included in the picture since Canada is obligated to continue this service for 12 years from June, 1926, by the terms of the Canada-West Indies agreement.

It is reported that the Houston Line is desirous of taking over the South American service and the New Zealand Shipping Co. is understood to be seeking the New Zealand service. It is stated, however, that these companies are not willing to purchase or charter the Canadian National vessels but are prepared to employ their own ships, obtaining the subsidies paid by the Government in one or more instances.

Offer For B. W. I. Service

It has been intimated that the Aluminum Co. of America expressed a desire to take over and operate the small freighters owned by the Canadian National (West Indies) Steamships and also the "Lady" boats, in return for a subsidy. There seems no likelihood, however, of the "Lady" liners being taken over, though the small freighters operating in conjunction with them might be replaced by more modern craft with advantage, it is claimed.

As far as the inter-coastal service is concerned, it is possible that this will be continued under the present management, for there is no report of a private firm having submitted a tender or expressed a desire to operate vessels between ports on the Atlantic and Pacific seaboard of Canada.

Has 29 Vessels

At present, 29 vessels comprise the Canadian National Steamships fleet, the residue of a fleet of 66 steamers, excluding the five "Lady" boats more recently constructed, which formed the Canadian Government Merchant Marine. Canadian National Steamships was formed in March, 1928; various vessels of the original merchant marine fleet have been sold from time to time.

Activities of the Canadian National Steamships Ltd. have not been a profitable venture for the Government. In 1930, the fleet turned in an operating deficit of $834,210, and in the previous year the deficit was $878,907. On the other side of the ledger, Canadian trade has been credited with a national service to the Antipodes and South America, while Canadian manufacturers have been able to obtain rates which enabled them to compete with other countries in foreign markets.

The Canadian Government went into the shipping business in 1919 with delivery of the first vessel from a Montreal shipyard. In later years, however, many of the fleet were sold as they became deficient, or when employment was lacking as a result of competition arising in different services.

Bond Prices Weaken But Demand Improves

Canadian bond prices reached their lowest point in some years on October 1, rallied somewhat to October 9 and since that date have again fallen off to almost reach the bottom of October 1. This action in the Canadian high-grades, closely follows the Dow-Jones Average of 40 corporation bonds which on October 19 stood slightly under 85, the lowest point since January, 1922. Despite the drop in the Canadian market in the past ten days there has been some improvement in the tone of the market. Demand from individual investors remains small in volume, but shows improvement over the summer months due chiefly to the relatively high yields that are now obtainable on prime issues.

So far as new financing is concerned things remain at a standstill although the County of Wentworth is calling for tenders on $30,815 of installment debentures for October 27. The Catholic School Commission of Montreal, on the other hand, has withdrawn a call for tenders on an issue of $700,000 and is securing money required for refunding purposes on November 1 from other sources. There is no tendency on the part of bond dealers to take on any new commitments.

DOMINION STEEL COLLIERIES ACTIVE

September Output Shows Gain Over Previous Month

From Our Own Correspondent

MONTREAL.—Dominion Steel and Coal Corp. collieries report an output in September of 307,674 tons, an increase of 43,006 tons over the output of the preceding month, but a decrease of 67,273 tons from September a year ago.

During the month there was an increase in production noted in all the company's mines, which, while slight, indicates some improvement in trade. The largest increase was noted at Dominion Coal and Springhill collieries, the latter district having almost a normal output. Production by districts was as follows: Dominion Coal, 206,741 tons; Sydney Mines, 28,233 tons; Springhill, 43,200 tons; Acadia, 29,500 tons.

Dominion Coal Output

The output by colleries at Dominion Coal Co.'s mines was as follows: Dominion No. 1-B, 36,400 tons; Dominion No. 2, 35,062 tons; Dominion No. 4, 21,368 tons; Dominion No. 5, 2,158 tons; Dominion No. 19, 17,204 tons; Dominion No. 11, 20,690 tons; Dominion No. 12, 29,213 tons; Dominion No. 13, 19,914 tons; Dominion No. 16, 15,703 tons; Dominion No. 24, 9,029 tons; making a total of 206,741 tons.

At the beginning of October the Sydney and New Aberdeen coal banks contained a total of 86,707 tons, subdivided as follows: Aberdeen Bank, 17,847 tons; Sydney Bank, 68,868 tons. Tons, 86,707 tons.

Banks Grow Smaller

The banks at the beginning of September contained 153,695 tons, which shows that a total of 66,988 tons were lifted during September. The amount taken during the Aberdeen slack bank was 25,498 tons and from the Commercial bank at Sydney 41,490 tons. If the September rate of lifting is continued through October the Aberdeen bank will all be removed before the end of the month and the Sydney bank will be reduced to about 25,000 tons.

Manitoba Names Group to Run Provincial Hydro

From Our Own Correspondent

Winnipeg.—By order in council, under an Act passed at the last session of the legislature the government has established a Manitoba Power Commission to consist of D. L. McLean, up until now provincial hydro commissioner, J. W. Sanger, chief engineer of the Winnipeg Hydro, and H. H. Cottingham, chairman of the City Parks Board. Mr. Cottingham and Mr. Sanger will not be required to give up other activities. Instead of functioning as an officer directly responsible to the Hon. D. G. McKenzie, Minister of Mines and Natural Resources, Mr. McLean will henceforth be head of a commission with statutory powers intended to be parallel to those exercised by the Ontario Hydro Commission.

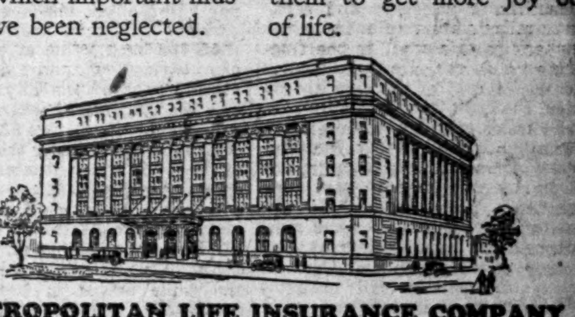
Without recourse to the government the commission is empowered to conduct the ordinary operations of the Provincial Hydro System, the purchase of supplies, equipment, and machinery, and negotiations of contracts. Other powers, such as the acquisition of property and the construction of plants will be exercised subject to the approval of the Lieutenant Governor in Council.

Brazilian Traction Net 29.8 p.c. Lower in Sept.

Net earnings of Brazilian Traction, Light & Power Co. in September amounted to $1,669,897, a drop of 29.8 per cent below the net for September, 1930, due in large part to decline in exchange rates. Aggregate net earnings from January 1 to September 30, 1931, amount to $16,579,656, a decline of 21.7 per cent from the same period in 1930 while gross earnings for the period were down by 24 per cent.

The operating results of the company are shown in dollars by applying average rates of exchange prevailing each month to actual earnings in milreis. The drop in earnings by the company this year has been due in part to operations but chiefly to the great fluctuations in exchange. Recent action by the Brazilian Government in suspending principal and interest payments on external loans is expected by brokers to result in some slackening of the pressure on exchange and if this is the case Brazilian Traction will be helped.

Self-Directed Body-Building Drills
17
18
19
20
21
22



Join the Tower Health League

More than a million people have sent for copies of "Self-Directed Body-Building Drills" and Exercise Charts. Each week thousands of letters come to the Metropolitan Tower telling how proper exercise has brought better physical and mental health to the members of the Tower Health League—the biggest gymnasium class in the world. From the Metropolitan Tower special radio exercises are broadcast in fifteen minute periods every morning except Sundays and holidays. You may choose your own class each morning at whatever time is convenient, between 6.45 and 8 a.m.

Metropolitan Life Insurance Co.,
Dept. 10-F-31
Canadian Head Office, Ottawa, Ont.

Please send me a free copy of "Self-Directed Body-Building Drills" containing diagrams and descriptions of the 32 exercises planned for the members of the Tower Health League.

Name..........

Address..........

SIT up straight, take a deep breath and promise yourself three things—better health, better appearance and a greater capacity for success.

The chances are that you have more brains than brawn and, like many others, lack the physical tone needed for your work whatever it may be.

Perhaps you will say, "I get enough exercise and I haven't the slightest desire to have big, bulgy muscles." Bulgy muscles are not essential to good health. Occasional week-end games will not develop the physical tone that comes only from regulated daily exercise the year round.

The muscles you use each day are not the ones which need exercise. Those you do *not* use need it. If you will begin stretching them this autumn, you will soon enjoy a sense of mental and physical well-being and be better fit to meet changing seasons.

Will you try a few experiments in order to find out how many of your muscles are very much in need of exercise? Give yourself fifteen minutes of intelligent muscle-stretching in your own room. Within twenty-four hours you will know which important muscles have been neglected.

Where vacuum cleaners and electric washing machines have replaced brooms and washboards, and automobiles have made long walks unusual, many a good muscle has gone soft. Muscles intended to be used in chopping wood, pumping water, digging, planting, rowing and swimming are likely to be forgotten by those who burn gas or fuel oil, turn faucets, have no gardens and seat themselves comfortably in power boats or motor cars.

Wake up the little-used muscles which need exercise. Your heart is a muscle and the walls of your blood-vessels, stomach and intestines are largely muscle. If your diaphragm—a muscle—is not exercised, your lungs can do only part of their work and the abdominal organs will become sluggish because they lack the stimulating massage which an active diaphragm gives.

No one who has any organic weakness should exercise without the advice of a competent physician. Misdirected or too violent exercise may be harmful. Proper and intelligently directed exercise promotes health for young and old and enables them to get more joy out of life.

METROPOLITAN LIFE INSURANCE COMPANY
FREDERICK H. ECKER, President
CANADIAN HEAD OFFICE • • OTTAWA, CANADA

Crop Prospects

THRESHING RESUMED IN SASKATCHEWAN

Large Volume of Coarse Grains Will Be Used as Green Feed

From Our Own Correspondent

REGINA.—Threshing is now making excellent progress in all districts where it has not been completed, according to telegraphic reports received over the week-end by the statistics branch of the Saskatchewan Department of Agriculture. Threshing is now practically completed in southern Saskatchewan but was delayed in the northern and west central districts by rain. With favorable weather, however, threshing operations have been resumed and are generally being rushed in case of an early return of unfavorable weather. The districts having the largest percentage of unthreshed grain are in west central and north eastern Saskatchewan, but taking the province as a whole over 90 per cent of the wheat is threshed.

An unusually large portion of the coarse grains will be used as green feed, but of the balance about 90 per cent is threshed. Much of the grain which was not threshed before the rain shows the effects of wet weather. Some of it has lost a grade through bleaching and some is going tough, but with a continuance of the present favorable weather the unthreshed grain should dry very quickly. In spite of this loss, however, the general run of the wheat is grading very well, a large percentage going in the first three grades.

The fodder situation has greatly improved during the late summer and Fall, and in many districts where a fodder shortage appeared a certainty earlier in the season, there may be sufficient feed, given an open fall and a fairly mild winter. In south central and central Saskatchewan, however, there are many places where a shortage of fodder exists, and some complaint that the quality of the late growth of feed has been lowered by an unusually heavy growth of weeds. With the extra run of the stubble fields live stock for the most part are doing well.

Work Well Advanced On Ontario's Farms

Weather continues to be very satisfactory to Ontario farmers. Crops, which have been excellent, in most cases, have been permitted to mature fully and recently there has been enough rain to encourage the luxuriant growth of pastures, and in many areas to increase the flow of underground streams and fill wells which have been very low or empty. Some sections of Eastern Ontario are still too dry.

Farm work is well advanced. Some have their fall plowing completed and the majority expect to finish in good time and to do more than usual. Wheat is making wonderful growth. There is fear that in the more southern districts growth will be too rank. All classes of live stock are in good condition. Weather has permitted continued pasturage and there is a bountiful feed supply. The root crop is being harvested in good condition and in spite of the wet week in many localities the harvesting of late crops is coming along very well. Dairy production is above normal. The yield in Oxford County has been estimated at 20 to 30 per cent higher than last year, while in Grenville a 40 per cent increase has been reported. Farmers' discouragement is almost wholly confined to market prices and for some commodities the lack of market entirely.

C. H. ENDERTON & CO.
Established 1890
Real Estate Investments, Mortgage Loans, Insurance, Rentals, Stocks and Bonds
Members Winnipeg Stock Exchange
222 Portage Avenue,
WINNIPEG

Black & Armstrong
Real Estate, Valuations, Rentals, Farm Lands, Mortgages and Insurance.
200 Toronto General Trusts Bldg.,
Winnipeg, Manitoba

The Western Savings & Loan Association
First Mortgage Loans
Agencies throughout Manitoba, Saskatchewan and Alberta
Head Office: Winnipeg, Man.

TOOLE, PEET & CO.
LIMITED
FINANCIAL AGENTS
Appraisers and Valuators
Estates Managed
CALGARY • CANADA

Weber Bros. Agencies Limited
PROPERTY MANAGEMENT
REAL ESTATE — INSURANCE
FINANCIAL AGENTS
Edmonton Credit Building,
Edmonton, Alberta

Your Investments

Letters from subscribers to The Financial Post, who desire information bearing on their Canadian investments, will be answered by an early mail, and questions of general interest will be answered on this page. We cannot extend this service to non-subscribers nor do we answer enquiries relating to American stocks or foreign securities generally. A three-cent stamp or stamped envelope must be enclosed. Write mining and insurance enquiries on sheets separate from other investment enquiries. No answers can be given by telephone or telegram. We do not select lists of securities but will supply current facts about securities in a list you may supply. Nor do we attempt to make any forecasts of the probable trend of any security. The service, in other words, is one of fact and not of opinion.

Investors' Syndicate

An agent representing the Investors' Syndicate of Minneapolis, Minn., has called on me outlining his plan of systematic saving. I am to some extent interested, but before considering the matter seriously I would like some further information and I know of no better source from which I can get that information than from your splendid staff.

Is the Company financially sound? Is the management efficient? Is the claim, that for every $100 of investors' money they have they put up $110 in securities, correct; if so, are the securities that are put against the investors' money readily marketable? It is claimed that owing to their select class of mortgages and their system of collection on same, their delinquent debts have only amounted to ½ of 1%. Is their form of investments only of high grade securities? What is the record of the Company? In the event of an investor having some financial misfortune which necessitated the discontinuance of payments before maturity of the agreement, which I understand are all on a ten year basis, would there be any loss on the money paid in up to the time of stopping payments?

Successive balance sheets of Investors Syndicate of Minneapolis, Minn., show a strong position and evince continued progress in the sale of the investment certificates.

Representatives of the Investors Syndicate state that their operations are under the supervision of the Securities Commission in Minnesota which inspects their operations through banking inspectors. We cannot say, however, whether the security put against the investors' money is readily marketable. At the present time it is reported that there are $4,000,000,000 of frozen real estate securities in the banks of the United States, and many apparently sound mortgages appear difficult to move at the present time.

The Financial Post cannot of its own knowledge state just how select the class of mortgages obtained by this company is, or the percentage of delinquent debts to the whole. The mortgages are scattered throughout the United States and apparently for that reason baulk close analysis for one in Canada.

So far, in our opinion, those who have paid the investment certificates through to maturity have been well repaid for the sacrifices entailed in paying on a ten-year basis. However, it would not appear to us remunerative for any person to purchase the certificates if he was not prepared to carry them through.

Brazilian

Will you kindly favor me with your opinion on Brazilian common stocks which I have purchased outright for a long hold?

Brazilian is well run and earnings in milreis are ample. The great drawback to this stock is the fluctuating value of the milreis. If that recovers, it will help every shareholder.

As Brazil registers success in reducing its great surplus of coffee and prices rise business conditions will improve, but that may take some time. In the meantime necessities of the case may drive the Government to place heavy taxation on companies such as Brazilian.

Int. Proprietaries

Will you please give me your opinion as to the merits of International Proprietaries A stock, particularly as to (a) safety and (b) marketability?

I notice in your columns where "Unlisted Securities" are carried that, for the past two weeks while it is carried in the "Asked" column at 31, no entry is made in the "Bid" column. Can you tell me just what this absence means? Should any undesirable meaning be attached to the absence of a "Bid" entry?

In 1929 and 1930 earnings on the class "A" and class "B" common shares of International Proprietaries were sufficient to pay the dividend of $2.85 a share on class "A" and $2.00 on class "B" stock and add to surplus.

The stock is not listed and, therefore, marketability is low, and that fact might in itself be sufficient to explain the lack of demand. The company, however, is still paying regular quarterly dividends of 65 cents a share on the class "A" stock as well as a participating dividend of 5 cents quarterly. Apparently it has had great success in disposing of Eno's Fruit Salts and Thermogene throughout the world.

Page-Hersey

The present market value of my securities is about $20,000.

I should be much obliged for your opinion as to whether I should invest at the present time in the following:

Page-Hersey com.

Laura Secord com. (I already have 20 shares of this stock).

Dominion Stores.

Page Hersey, which still pays dividends at the rate of $5 a share, earned $7.03 a share in 1927; $11.30 in 1928; $11.29 in 1929 and $10.33 in 1930, eliminating in this period the securities prior to the common stock and strengthening the liquid position progressively until it now occupies a very strong position. The company has subsidiaries both in the United States and in Canada and has managed to date to keep abreast of changing demands for its products and industry. The sales in 1931 have been lower than in 1930, but it was officially stated that dividends were amply covered in the first six months. In fact, nine months' dividends were covered in that period. There has naturally been a severe drop in business from the Prairie provinces, but elsewhere business was better than might have been expected.

Earnings on Laura Secord Candy Shop common were more than double dividend requirements to the end of 1930 with business for the most part expanding, and liquid position becoming extraordinarily strong for business of the size done by the company. The annual statement for the fiscal year ended September 30, 1931, can be expected very soon and satisfactory operations in all probability will be reported. The $3 dividend has been earned by a good margin, possibly by as high a margin as $2 a share.

In the last ten years Dominion Stores has increased its retail outlets from 122 to 526 as of December 31, 1930. In that period the company had already improved its working capital very materially, had eliminated bank loans, reduced the assets value of good will in its balance sheet to $1, eliminated prior securities and certainly increased its surplus after dividends.

The company earned $1.91 a share in 1930 and paid $1.20 plus 2 per cent stock dividend. The company's current assets are three times current liabilities and at the end of the first six months of 1931 working capital was practically identical with that at the end of 1930. Cash and other liquid assets are very high. Granted continuance of good management the company's place among the chain stores of Canada is very high.

Power Corporation

Among recommendations that have been made to me for stock purchases are the shares of Power Corp. of Canada. What is the position of this company?

The fact that Power Corp. of Canada has a large investment portfolio whose value fluctuates with market conditions, gives the stock a speculative element. For the most part, subsidiary utility companies of Power Corp. are making progress, but the company's investment account and profit on sale of securities showed a heavy decline in the year ended June 30, 1931.

Canadian Car

What is your opinion on the preferred stock of Canadian Car and Foundry Co. as a purchase? Is the company earning its dividends and do you think it will continue to do so?

Equipment companies are facing what may prove to be a lean year or two, but it has been officially stated that unless conditions become worse the preferred dividend of Canadian Car and Foundry Co. is safe. As you know, the preferred is the company's senior security and earnings in the year ended September 30, 1931, are expected to cover dividend requirements. Shareholders will be asked in the near future to approve a by-law enabling the company to purchase its own preferred stock; hitherto the preferred shares have been non-callable. If this plan matures, it is possible that Canadian Car will utilize some of its large cash resources to redeem some of the preferred shares, a factor which should strengthen the position of those remaining outstanding.

Donnacona Paper

Among my holdings are some debentures of Donnacona Paper Co. I would be interested to have your comments on the securities; do you think my investment is secure?

Perhaps the most encouraging factor seen in viewing the debentures of Donnacona Paper Co. is the fact that the company is controlled by Price Bros. & Co. This naturally has no direct bearing on your holdings for interest is not guaranteed by the parent company; nevertheless the fact that Donnacona obtains the benefit of Price management is constructive. In the light of earnings in 1930, the Donnacona debentures are not particularly impressive. All interest charges were covered by a narrow margin but no provision was made for depreciation and depletion; in the two previous years all interest was earned after writing off over $200,000 each year on depreciation account. It is not likely that earnings will show an improvement this year for the newsprint industry is still faced with low prices and reduced demand. However, Donnacona is obtaining the benefit of the premium on United States funds at the present time on all deliveries to that country, a factor which temporarily should help profits. Any material improvement in the situation surrounding the company must await a general improvement in the newsprint industry.

Wants to Buy

I have been considering purchasing some additional stock and would like to have, by mail, your opinion on the following list, both individually and as a group: 40 Ford Motor, 50 International Petroleum, 5 Service Stations First Preferred, 50 Service Stations—Class "A," 5 Cosmos—Preferred, 50 Cosmos—Common, 20 Riverside Silk, and 50 Gypsum Lime.

I already have: 10 Ford, 50 International Petroleum, 50 Service Stations—Class "A."

I do not expect any quick turnover, but am buying more with the intention of holding for a considerable period, but I would like to know whether in your opinion any of these are likely to go substantially lower than the present quotations, as, in such case, I would probably hold off buying for some time.

All four companies whose stock you hold, are encountering at the present time harder markets to sell in than at any time for many years. They are, however, all well financed companies, well managed and strong enough to take quick advantage of any turn in conditions when it comes. It is hard to say how Ford will be affected by the British pound going off the gold basis. At present depreciated prices some reports state that Ford in England is apt to replace purchases made from Ford in Canada from English sources. Business is certain to have been down in 1931. If Ford brings out a new line soon, it may stimulate interest.

International Petroleum has excellent prospects with the modification that no one can predict the course of political history in South American countries for four or five years ahead nor how eventually the tangle caused by the great overproduction of crude oil will be smoothed out without damage to existing concerns. The company is well entrenched and strongly sponsored.

Service Stations business is greatly affected in the United States because at present low prices for gasoline and other oil products the large oil companies are refraining from buying service station equipment. In other departments of the company's business it is doing well. The company, however, found it advisable to pass the dividends on the classes "A" and "B" common shares which ordinarily would have been payable on October 1. The company has maintained its strong current position and has no bank loans. A. L. Ellsworth, president, states that during the last seven months operations have been conducted without loss and that subsidiary companies have been getting their share of the available business. The company is hoping to do well with an automatic gas furnace combined with a new type of radiation just being marketed in the United States.

Net earnings of Riverside Silk Mills in 1930 were not sufficient to cover class "A" dividends so that 20 cents a share of the class "A" dividends and the 50 cent dividend paid on class "B" shares had to be paid out of accumulated surplus.

In the first part of 1931 business of the company was not as good as in the corresponding period of 1930. The company's financial position is strong enough, it is thought, to meet present conditions without difficulty. The raw silk market has been considerably disorganized because of the uneconomic prices offered the silk growers in Japan, and the fluctuating prices have created some unsettlement in various parts of the industry. The company has been meeting price drops and practising further economies.

Cosmos Imperial Mills has a strong financial structure, but in 1930 it was only able to earn $8.97 a share on the preferred stock on which $7 was paid and 57 cents a share on the common stock. Through at least a part of 1931 business has not been as good as in 1930. Operations, when last enquiry was made of the company, were not on a full time basis, but by means of economies and drop in price of its raw materials it had been able to meet competitive prices.

Canada Cement

Is there any current information available on profits of Canada Cement Co. to date? I have considered buying some of the preferred shares as the yield looks attractive.

Earnings of Canada Cement Co. during the current year are understood to approximate those of last year when the preferred stock earned $7.46 a share against dividend requirements of $6.50. The company has made progress in recent years and has strengthened its position by various additions and improvements to plant which have all been paid for out of earnings. Though activity is influenced by the general trend of construction, it obtains a good share of all business offering, and further headway should be made when improved business conditions come.

Simon and Sons

I hold some shares of H. Simon and Sons and would like some information regarding progress of the company this year. I have considered adding to my holdings; do you think this is advisable?

Cigar consumption has shown a sharp decline this year, and sales of H. Simon & Sons have reflected this situation. On the other hand, the company has placed several noteworthy economies in effect which has enabled it to offset the decreased sales to some extent. What the final earnings for the year will be depends largely upon the company's sales during the Christmas season. This has a large bearing on total earnings; last year, as you know, profits were sufficient to cover the common dividends of $2.50 a share by a narrow margin.

The present time does not offer much inducement to purchase additional shares. It might be possible that dividends will be reduced if earnings show a decline this year; we think it would be more advisable to await further developments.

Canada Dry

I should appreciate your opinion as to the advisability of purchasing the following stocks at current market prices, also any suggestions you might care to make on any other stocks: 10 shares each Canada Dry, Imperial Oil, Ford of Canada and Brazilian.

Canada Dry common stock pays dividends at the rate of $3.00 a share. Earnings in the year ended September 30, 1930, amounted to $6.64 a share. The dividend was then $5.00 a share, but had to be reduced. The company has stimulated business in some respects by reducing the retail price of its products in both Canada and the United States, but because of existing financial conditions the summer months were not as profitable as expected. However, in the year ended September 30, the company earned its dividend and reports its financial condition strongest in its history. The company has had marvellous expansion in sales during the last seven years and has improved its financial strength in the process. Considerable hope for the company's future is placed by the management in the reduction of 20 per cent in the price of its pale dry ginger ale and the introduction of Canada Dry in large bottles. To the end of June these moves resulted in record business.

The soft drink beverage business is subject to fluctuations by reason of changing temperatures during the summer season and by changing tastes as the result of establishment of competitive brands, but this company has done much towards making the demand more than seasonal and to keep up quality and appearance of product. Dividends will move up and down with earnings over the long view.

Imperial Oil is the leading Canadian company with an arresting record of dividend payments and progress. It is only in the last few years that balance sheets and income accounts have been published, but the company is in a very strong position. The demoralization throughout the world of the crude oil business because of over-production naturally affects this company through the operations of its great subsidiary, International Petroleum, which drills and obtains oil on enormous concessions in Peru and Colombia. However, through all the troubles and uncertainty this company has continued to pay dividends to date.

Ford of Canada naturally has been having reduced business along with all other motor companies throughout 1931. Whether it will meet dividends or not by actual earnings throughout this year cannot be said until the statement comes out. It is believed that the Ford Companies have plans for another car to come out, but that these will probably be delayed until the end of the business depression is clearly in sight. The influence of exchange on the company's business is hard to measure. It should not hurt sales to Australia, but it may prevent certain sales to England where Ford Ltd., has been a customer.

Brazilian Traction, Light & Power common stock is at very attractive prices when judged with reference only to prices which have obtained in the past. The company also is still earning sufficient to look after dividends with great ease if these dividends were payable in milreis. However, milreis have to be exchanged into Canadian dollars before dividends can be paid. The fluctuations of the milreis in the past have made it increasingly difficult to send funds to Canada to cover dividends at old rates. So far the company has been able to cover the dividends, but exchange conditions have been so difficult that for a long time stock dividends were paid. When Brazil gets over the difficulties created by its great surplus of coffee which has been very difficult to sell and gets its exchange on a stable basis, the position will look a lot more brilliant for the stock of Brazilian. No one can now guess how long that will take.

Imperial Tobacco

Would you oblige me with an opinion on shares of Imperial Tobacco Co. of Canada? I have considered buying some of this stock but want to confine my investment to a sound security.

Imperial Tobacco Co. of Canada has an excellent record and its shares are well regarded. The company is by far the largest factor in the tobacco industry in Canada and though cigarette and cigar consumption has shown a decline this year, sales of cut tobacco are higher. In the past, however, there has been a steady increase in tobacco consumption and earnings of tobacco companies have held up well as compared with those of many other companies. The stability of Imperial Tobacco shares, marketwise, is an indication of the confidence placed in this stock; in the past three years the shares have fluctuated within a 3-point range.

Montreal Power

Is Montreal Power doing well this year? I hold some of the collateral trust bonds; can you give me an approximate quotation on these?

Montreal Power recently issued an eight-months' earnings statement which showed higher profits and dividends on the common stock covered. The company is expanding its scope of operations through acquisition of smaller systems on the island of Montreal and is today serving the largest metropolitan area in Canada. The company has made steady progress in the past and the outlook for continued expansion is satisfactory. The company's collateral trust bonds 5/51 are currently selling at par.

Duke-Price Power

One of my friends holds a first mortgage bond of Duke-Price Power Co. and is wondering whether this can be regarded as a safe investment. Where does the company sell its power?

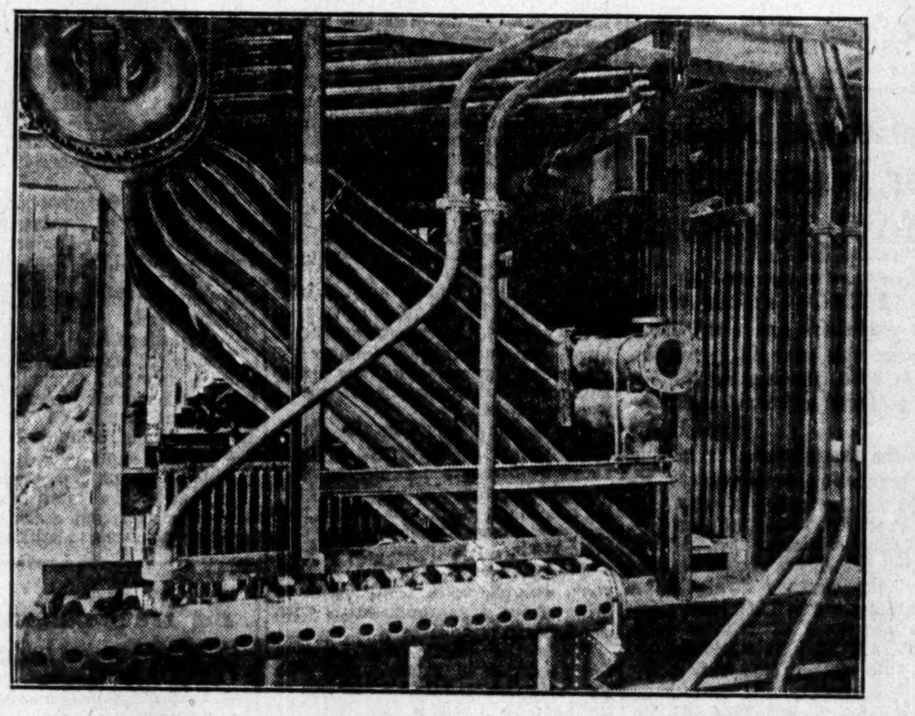
Duke-Price Power Co.'s earnings in the past have been sufficient to cover all interest requirements, after depreciation, and net earnings in 1930 were the highest to be recorded. Under fifty-year contracts payments totalling $2,880,000 are required each year, which, in itself, is sufficient to cover bond interest needs. In addition, there are ten to twenty-five year contracts pledged under the mortgage securing the 6 per cent first mortgage bonds series "A" which require the payment of $855,000 annually. The company's chief customers are Price Bros., Aluminum Co. of Canada and Shawinigan Water and Power Co. Duke-Price Power Co. operates one of the largest hydro-electric generating stations on the continent.

SUB-LEASE
The Canadian Bank of Commerce Building

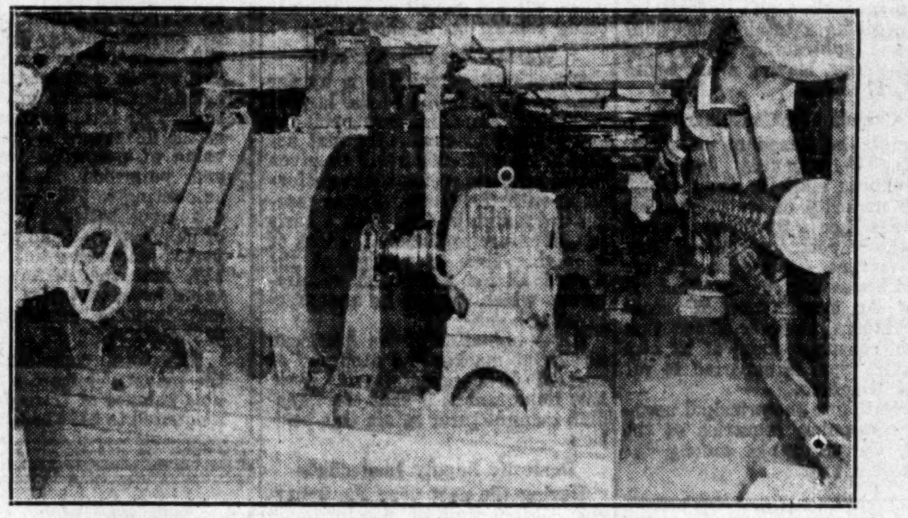
We have been authorized by one of our tenants who have more space than they require, to sublet a portion of their space in the new head office building of the Canadian Bank of Commerce.

McWILLIAMS & BROUGHALL
Rental Agents
25 King Street West
TORONTO
Elgin 4182

Canadian Progress



Section of steam generator in the power plant of a Canadian paper mill. The superheater is shown above the first pass of boiler tubes. It adds 60 deg. F. superheat to the steam, which is used principally for process work.



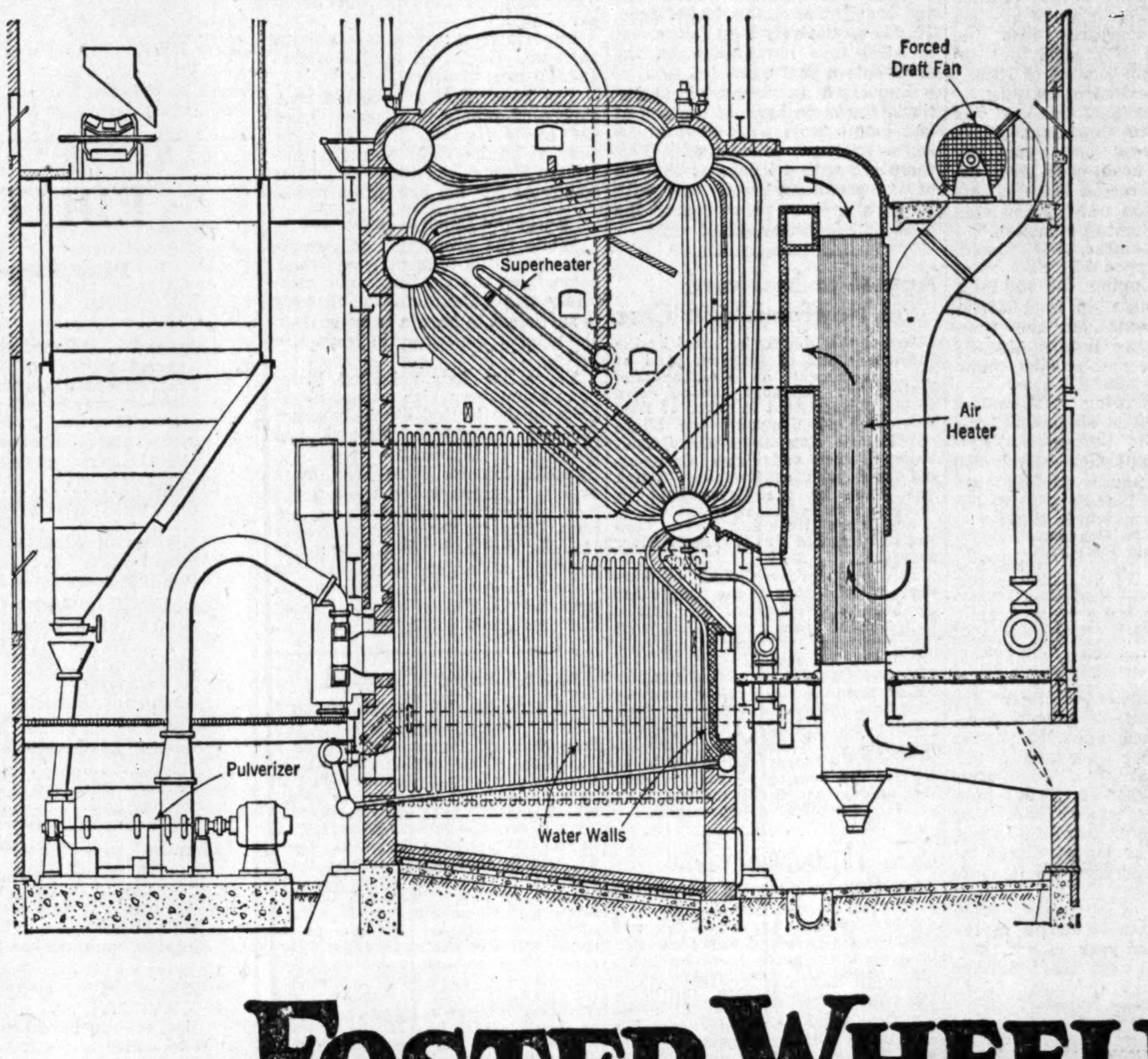
Battery of Aero unit pulverizers which prepare Dominion coals for firing the steam generators illustrated. The powdered fuel is blown directly to the furnaces by these pulverizers.

THE modernization of power generating equipment is an effective and economic means of increasing plant efficiency and reducing the cost of operation. Modern methods are essential in order to meet competition and still show a profit.

The steam generating equipment illustrated is installed in the power plant of a Canadian paper mill. It incorporates advanced principles in steam engineering. Cheap grades of Dominion coal may be successfully fired by means of the Aero pulverized fuel system. This installation may be operated at low ratings of 33,000 lb. of steam per hr. or at a maximum capacity of 136,000 lb. of steam per hr. This wide range of operating loads is essential for most economic service in many industrial plants.

Foster Wheeler power plant equipment is designed and built for the specific conditions of each installation. Maximum efficiency is thus assured. The designs represent best engineering practice; are fundamentally sound; the construction is rugged; and the maintenance cost unusually small. Compactness and accessibility are important factors in reducing first cost and operating expense.

FOSTER WHEELER LIMITED
Canadian Bank of Commerce Bldg., Toronto
Canada Cement Co. Bldg., Montreal
Works: St. Catharines, Ont.



Arrangement of steam generator units in a Canadian power plant. The equipment includes 13,400 sq. ft. Kidwell boiler and Foster Wheeler water and air cooled furnace, superheater, air preheater and Aero unit pulverizers.

FW
FOSTER WHEELER

Canadian Pulp and Paper Industry

CANADA POWER DEPOSITS LARGE ON CLOSING DAY

Security Holders Now Have to Make Special Arrangements

From Our Own Correspondent

MONTREAL.—Time for deposit of securities under the plan of reorganization for Canada Power and Paper Corp., as given to the holders by the Security Holders' Protective Committee, has elapsed and the committee announce the receipt of 94.74 per cent of all outstanding bonds, 95.65 per cent of the debentures, 93.18 per cent of the preferred shares and 91.08 per cent of the common shares.

Since last June every effort has been put forth by the committee to secure the deposit of the securities. There was some tardiness in the deposit of the Belgo and Wayagamack securities, but eventually the committee was able to secure a majority of all issues and thus placed itself in a position to declare the plant effective.

Big Share of Bonds

There are six classes of bonds outstanding, of which the following amounts and percentages have been deposited:

Bonds	Value $	Per cent $
Anticosti	5,038,500	97.03
Belgo	7,675,000	93.13
Port Alfred	14,458,725	96.39
St. Maurice "A"	8,422,851	95.32
St. Maurice "B"	1,863,000	93.15
Wayagamack	3,353,000	88.07

In addition to the foregoing there are the debentures of Canada Power and Paper, of which $27,405,300 of the Laurentide series have been deposited, constituting 95.15 per cent, and $6,521,250 or 97.81 per cent of the Wayagamack series.

Over 90 Per Cent of Preferred

At the expiration of the deposit date, October 10, the following underlying preferred stocks had been deposited:

Preferred	No. of Shares	Per cent
Anticosti	28,336	94.45
Belgo	41,521	83.04
Port Alfred	57,586	96.06
St. Maurice	95,931	95.93

Canada Power and Paper common stock has been deposited to a total of 1,285,112 shares, or 91.08 per cent. Common stock of subsidiary companies is all held by the parent company, with negligible minority shares outstanding in some instances.

Can Still Deposit

Though the final date of deposit has passed, security holders can still come to special arrangements with the committee. It will no longer be possible to send the securities to the depositaries.

With the work of securing the deposit of the securities completed, active steps are being taken to hold the necessary legal meetings which will eventuate in the transfer of the assets and undertakings of Canada Power and Paper to the newly formed Consolidated Paper Corp.

PULP PRODUCTION ON LOWER SCALE THIS YEAR TO DATE

American and Canadian Plants Hold Down Operations

From Our Own Correspondent

MONTREAL.—Pulp production both in Canada and the United States continues below that reported for last year. This is to be expected in view of the lower level of production maintained by the newsprint and fine paper manufacturers.

For August last Canadian mills turned out 113,455 tons of groundwood pulp. This compared with 135,463 tons during the same month last year. At the same time American plants reported a production of 56,965 tons, or about 6,300 tons less than in August, 1930. Combined production of the two countries in August last was 170,420 tons, as against 198,690 for the same month last year.

Cumulative Figures Off

Cumulative production of groundwood pulp in Canadian plants between January and August this year was 911,470 tons, down from 1,080,313 tons reported for the corresponding period of 1930. American mills also recorded a decline, production this year amounting to 587,399 tons compared to 720,479 tons last year. Aggregate output for the two nations was this year 1,498,869, or roughly 300,000 tons less than in the first eight months of 1930.

Similar records were set up in the production of sulphite pulp. Last August Canada produced 30,548 tons, or approximately 14,000 tons less than for the same month in 1930. American mills had an output of 26,386 tons being off about 5,000 tons from the preceding year, while the combined total for August, 1931, was 56,934 tons compared to 76,006 tons for the same month in the preceding year.

Sulphite Demand Less

For the first eight months of 1931 sulphite pulp production in Canada and the United States aggregated 492,799 tons, made up of 271,138 tons from the former and 221,661 tons from the latter. This compared with an output of 679,618 tons for the same period in 1930, of which the American mills contributed 270,803 tons and Canadian plants 408,815 tons.

With the lower demand and consequent decline in production, both the Canadian and American mills have been keeping stocks on hand in check. At the end of August last groundwood stocks totalled 84,155 tons, down from 97,740 tons a year ago.

Sulphite stocks at the close of August, 1931, amounted to 11,114 tons, compared to 19,322 tons on the same date in 1930. Canadian stocks showed the greatest drop, amounting to only 4,644 tons against 12,024 tons last year.

Newsprint Production During September Last Takes Favorable Turn

Demand is Still Below That of Last Year

RATIO MOVES UP

Output Reflects American Demand Which is Nearly 10% Lower

From Our Own Correspondent

MONTREAL.—Some encouragement is seen in the newsprint production figures for last month, which show an increase in output over August. This is in contrast to the returns for September, 1930, which showed a falling off in production from the preceding month.

Figures prepared by the News Print Service Bureau show a production in Canadian mills during September of 178,412 tons. This is the equivalent to 9,543 tons per actual operating day, or 57.7 per cent of rated capacity. For the same month last year production totalled 195,490 tons, or 9,739 tons per operating day and 66.8 per cent of rated capacity, which then amounted to 11,700 tons compared to 12,736 tons this year.

Cumulative Output Lower

For the first nine months of 1931 Canadian mills produced 1,670,150 tons, which was at the rate of 58.4 per cent of capacity. For the same period last year production totalled 1,902,056 tons, or 71.0 per cent of rated capacity.

The output for the January-September period this year was the lowest recorded since 1927, as will be seen by the following comparative figures covering the last seven years:

Canadian Production
(In Tons)

	Nine Mos.
1931	1,670,150
1930	1,902,056
1929	1,993,881
1928	1,732,563
1927	1,519,049
1926	1,380,722
1925	1,115,232
1924	1,015,793

American Mills Easier

American mills were able to maintain their operating position on a better basis during September, production amounting to 91,241 tons, or 63.6 per cent of rated capacity. This compared with 88,344 tons produced in the preceding month and with 95,261 tons turned out in September, 1930.

Cumulative production in the United States for the nine months of 1931 totalled 874,248 tons. This is a lower figure than that reported for any corresponding period in the last 12 years and compares with 985,142 tons in 1930.

Returns for the first nine months of each of the past seven years follow:

United States Production
(In Tons)

	Nine Mos.
1931	874,248
1930	985,142
1929	1,088,748
1928	1,047,602
1927	1,135,696
1926	1,259,506
1925	1,127,436
1924	1,109,246

Newfoundland Active

While the Canadian and American mills have been reporting production on a lower scale, Newfoundland continues to set up record after record. The low cost of production on the Island has enabled the mills to be operated at close to or better than rated capacity—102.3 per cent in September, 1931—for some time. This, coupled with the fact, that additional machines have been installed, has enabled Newfoundland to continue reporting larger production.

During the past month output totalled 24,901 tons compared with 24,402 tons in the preceding month and with 23,767 tons in September, 1930. From the beginning of the current year to the end of September cumulative output totalled 219,868 tons. This is a new all-time record and compares with the former record of 214,008 tons set in the first eight months of 1930.

Shipments Reflect Output

Production to date this year has corresponded to shipments. Plant operations have been carefully regulated to keep pace with demand, so that record of shipments from Canadian and American plants approximate production.

During September, 1931, Canadian plants shipped 178,181 tons of newsprint, bringing the total for the year to date up to 1,654,622 tons. Shipments for the same month last year totalled 193,835 tons, giving a nine-months cumulative total of 1,862,873 tons.

In the following comparative table of newsprint shipments from Canadian mills during the first three-quarters of each year, it will be seen that figures for 1931 are below those reported in 1928, but ahead of those set-up in 1927:

Canadian Shipments
(In Tons)

	Nine Mos.
1931	1,654,622
1930	1,869,293
1929	1,980,682
1928	1,728,423
1927	1,499,939
1926	1,376,868
1925	1,113,807
1924	1,068,079

U. S. Shipments Lighter

Similar conditions exist with respect to American mills. Shipments during September amounted to 90,303 tons, making a cumulative total for the year of 872,621 tons. This compares with 972,397 tons for the same period of 1930 and is, incidentally, the lowest figure for the nine months recorded in more than a decade.

The trend of shipments from American plants is shown in the following seven-year record, covering, in each case, the first nine months:

United States Shipments
(In Tons)

	Nine Mos.
1931	872,621
1930	972,397
1929	1,048,164
1928	1,031,630
1927	1,117,090
1926	1,254,695
1925	1,120,350
1924	1,103,547

Stocks Move Up

Stocks of newsprint on hand both in the United States and Canada show a tendency to increase, due primarily to an anticipated increase in seasonal demand. At the end of September the aggregate total of stocks was 83,968, of which Canada accounted for 50,451 tons and the United States 33,517 tons. This is a relatively high figure, but is 9,000 tons lower than on the same date a year ago.

Expressed in terms of operations, stocks on hand at the end of last month were equivalent to 4.6 day's average production. This compared with 4.5 days at the end of the preceding month and with 5.5 days' average production at the close of September, 1930.

Newsprint Exports Show Restriction

From Our Own Correspondent

MONTREAL.—Exports of newsprint from Canada during the eight months January-August, 1931, totalled 1,343,051 tons. This compares with 1,536,771 tons during the corresponding period of 1930. In the two major classifications it is shown that exports to the United States dropped from 1,335,361 tons to 1,175,457 tons, while overseas shipments fell away from 201,410 tons to 167,594 tons.

There was a decline in shipments to all markets this year, the greatest decrease being recorded by Australia, as is shown in the following table:

	Eight Months Tons 1931	1930
United Kingdom	67,981	89,711
Cuba	4,719	7,218
Jamaica	736	873
Argentina	33,025	36,456
Other Latin Cities	8,511	3,376
South Africa	9,950	11,260
Australia	18,778	33,401
New Zealand	10,411	15,102
All other	13,483	4,013
Total Overseas	167,594	201,410
U. S. A.	1,175,457	1,335,361
Grand total	1,343,051	1,536,771

Canada's Need For Newsprint Shows Growth

From Our Own Correspondent

MONTREAL.—Canadian newspaper publishers are using more newsprint this year than was the case in 1930, judging by the returns prepared by official organizations.

For the first six months of this year production amounted to 1,136,896 tons, of which 909,615 tons were exported. This left an apparent consumption of 127,281 tons, but from this figure should be subtracted the increase in stocks on hand amounting to 3,055 tons, leaving a net total of 124,226 tons. Imports are negligible and do not affect this total, except in a minor way.

During all of last year the apparent total consumption of newsprint was 176,027 tons, to which was attributed a nominal value of $4,668,742. This was arrived at by adding production and imports together, giving a total of 2,507,037 tons and subtracting exports of 2,331,010 tons, leaving a net figure of 176,027 tons.

Canada Big Consumer

Though the Canadian newsprint industry is primarily dependent upon export markets for disposal of the majority of its production, there has been a tendency to overlook the importance of the domestic market. Shipments to the United States overshadow other exports. An examination of recent trade returns, however, shows that Canada consumes more of its own newsprint than is exported to the United Kingdom.

In relation to the principal newsprint consuming countries of the world, Canada ranks among the first half dozen.

Appeal to be Heard in Newfoundland Case

Appeal will shortly be heard by the Supreme Court of Newfoundland of the Government of Newfoundland against the judgment handed down by Mr. Justice Kent in favor of Reid Newfoundland Company, the Mines and Forests Companies, the Gander Valley Power and Paper Company, and the Royal Trust Company. Action was taken by the Government to cancel a certain license to cut timber issued to the Mines and Forests Limited and situated on the Gander River watershed.

The grounds for the action were that the conditions of the license had not been complied with. Mr. Justice Kent handed down a decision against the Government, who are now appealing to the full bench.

Messrs. Howley & Jerrett, again acting for the Reid Newfoundland Company, Mines & Forests Ltd., Gander Valley Power and Paper Co. Ltd., and the Royal Trust Company, have made a motion for a day to be set for the hearing of their clients' suit against the Newfoundland Government for $10,000,000 damages.

Over $6,000,000 Spent on Paper-Making Supplies

From Our Own Correspondent

MONTREAL.—Over $6,000,000 was spent by the pulp and paper industry last year in the purchase of chemicals, dyes, colors and other paper-making materials. The largest individual purchase was 21,951 tons of alum, valued at $630,410. Next on the list was 13,024 tons of clay, worth $218,423; followed by 7,028 tons of size, valued at $516,928; $329,362 of dyes and colors, and 1,993 tons of soda ash, worth $70,864. Miscellaneous materials purchased by the industry for paper-making had a value last year of $4,384,563. Included in this category are such items as rosin, caustic soda, talc, starch, lime, liquid chlorine, bleaching powder, fillers, etc.

Canadian Producers Sell Less Newsprint in States

Imports from Europe Show Increase Over Last Year, Despite Decline in Domestic Requirements

From Our Own Correspondent

MONTREAL. — The United States market has been looked upon as a "closed preserve" by Canadian newsprint manufacturers. For years past they have dominated the situation, supplying the American publishers with over half of their newsprint requirements. The cultivation of that market has, unfortunately, been on a basis which has tended to antagonize rather than to draw closer the relationship existing between the producer and publisher.

Until within the last two years high-handed methods were used by the Canadian manufacturer. No cognizance was taken of the problems that the publisher had to contend with. First and foremost in all considerations was the manufacturer. That this policy bred ill-feeling is not surprising and with the turn that events have taken since 1929, Canadian manufacturers have been actively working to build a better understanding with the buyers in their principal market.

Develop Other Sources

Several sporadic attempts have been made by American publishers to establish sources of newsprint outside of Canada. The move toward the development of the Alaskan timber limits is only one of many efforts. European producers have been encouraged to enter the American market, while new plants have been built, notably the one at Bucksport, Me.

The present crisis in the Canadian newsprint industry, brought about by ill-advised expansion, has brought the manufacturer to a halt. He has taken stock and, in the majority of cases, has found his sales policy to be a detriment rather than a help. Consequently, over the past year, efforts have been made to bring about a rapprochement with the American publisher.

While the relationship between the producer in this country and the American publisher are not of the best, it is still a fact that the latter must depend very largely upon the former for his newsprint supplies. Through concerted action the publishers have taken a stand which will not permit of old policies being carried on in the future.

World's Largest Market

The American market is by far the largest and will be the largest market for Canadian newsprint for many years to come. On that account closer attention will be given by producers to seeing that relationships with the United States market are maintained on such a basis as will assure to Canada the task of supplying that proportion of the United States newsprint requirements which cannot be manufactured at home.

An examination of the American newsprint market and a survey of current developments, will show how important it is that the Canadian manufacturer retain this position.

Domestic Supply Inadequate

During the past year the apparent consumption of newsprint in the United States was 3,560,000 tons. Of this amount domestic mills contributed 1,282,000 tons or 36 per cent.

Canada and Newfoundland combined supplied 2,145,000 tons or 60 per cent.

Imports from overseas countries (Sweden, Germany, etc.), totalled 134,000 tons or 4 per cent.

The importance of Canada as a source of supply is apparent from the above figures. At the same time, it is also to be seen that the United States does draw upon other countries for its newsprint needs.

European Imports Important

While the proportion of American newsprint requirements which come from the Continent are relatively small, the quantity imported is sufficient to have a bearing upon the market, especially in respect to price.

There are four principal European countries which export newsprint to the United States, namely, Sweden, Germany, Finland and Norway. Generally speaking, Swedish imports have been more or less stationary for some years past at around 60,000 tons per annum. Imports from Germany have steadily declined, while Finland is securing a larger share of the trade. Norway also sends newsprint to the United States, though the amount is relatively small.

Tendency to Increase

The following table shows in detail the imports of newsprint from European countries between 1920 and 1930. It will be noted that in the eleven-year period Sweden supplied 43.6 per cent of the total European imports; Germany, 19 per cent; Finland, 23.9 per cent; Norway, 11.5 per cent; and other countries 2 per cent:

IMPORTS OF EUROPEAN NEWSPRINT INTO THE UNITED STATES
January 1, 1920 - December 31, 1930 (Tons)

	Sweden	Germany	Finland	Norway	Other	Total
1920	18,875	21,066	3,244	5,916	1,377	50,438
1921	48,932	38,938	22,661	20,193	4,613	135,357
1922	51,812	32,838	26,205	17,292	4,741	132,888
1923	64,570	52,290	41,782	33,829	7,798	200,269
1924	60,827	38,840	35,639	17,259	3,238	155,803
1925	65,518	25,862	21,683	17,030	2,421	132,514
1926	46,020	12,884	34,292	6,176	554	99,926
1927	66,920	7,096	29,330	16,796	1,919	122,061
1928	55,718	9,170	40,237	10,864	418	116,407
1929	50,717	9,741	32,293	3,498	124	96,373
1930	69,268	13,788	41,913	9,326	...	134,295
Total 11 years	599,177	262,513	329,279	158,179	27,163	1,376,311
Per Cent	43.6	19.0	23.9	11.5	2.0	100.0

Change in Buying

As is well-known newsprint contracts are on a long-term basis. Differences of opinion between the American publishers and Canadian manufacturers would not be apparent in any diminution of demand during 1930. An examination of returns for 1931, therefore, are of more than passing interest.

Consumption is Lower

In the first eight months of 1931, the apparent consumption of newsprint in the United States was 2,259,010 tons. This figure is arrived at by taking into consideration domestic production, imports, exports and difference in stocks on hand.

During the corresponding period of 1930, United States newsprint requirements (on the same basis) totalled 2,447,109. Thus during the eight months period the apparent consumption dropped off by roughly 8 per cent.

Imports Show Decline

Just what effect has this decline had on imports? Curiously enough imports from all countries in the first eight months of 1931 totalled 1,382,415 tons, compared to 1,503,732 for the same period in 1930, a decline of about 8 per cent or approximately the same loss as recorded in apparent consumption.

What was the position of the countries exporting to the United States during this eight months period? Canada supplied 1,182,699 tons as against 1,319,893 in 1930, a loss of about 10 per cent.

Newfoundland contributed 97,764 tons for the period under review in 1931, compared to 95,707 tons in 1930, a gain of over 2 per cent.

Imports from European countries advanced from 88,132 tons to 101,952 tons in 1931, a gain of nearly 16 per cent.

The changes as expressed in percentage figures are liable to give an erroneous impression, as the tonnage involved is comparatively small in relation to the whole.

Canada Loses; Europe Gains

The main point brought out by these figures, however, is that whereas total imports have dropped only 8 per cent. Canada's exports to the United States have declined 10 per cent, thus showing that Newfoundland and the European countries have not only been able to hold their own, but have actually increased shipments during a period of declining consumption.

Expressed in another way, the United States during the first eight months of 1931 secured 38.9 per cent of its newsprint requirements from domestic sources. European countries supplied 4.5 per cent; Newfoundland, 4.3 per cent.; and Canada, 52.3 per cent.

For the same period in the preceding year, domestic supplies accounted for 38.6 per cent of requirements; European imports, 3.6 per cent; Newfoundland imports, 3.9 per cent; and imports from Canada, 53.9 per cent.

It will be seen that American mills lost practically no ground during this period. European countries gained .9 per cent; Newfoundland, .4 per cent; while Canada lost 1.6 per cent.

Want Business Badly

At the present time there is keen competition for the business of the American publishers. Though the standard price for newsprint is $50 a ton f.o.b. mill, many sales are being effected at prices below that mark. Newsprint is now being offered at $50 a ton in New York, delivery next year. When it is considered that freight charges from the Canadian mill to New York add another $5 to $7 a ton, the heavy cut which the manufacturer is taking is apparent.

Other manufacturers are striving for more tonnage and are going after it in different ways. One common practice at present is the offering of a newsprint paper which differs slightly from the standard. On that account the manufacturer can offer a lower price and still not be guilty of price cutting.

Tax "Canary" Paper

In this latter connection the United States Treasury Department ruled that after last Saturday, October 17, all imports of so-called "canary" newsprint paper in sheets was not standard newsprint and is dutiable as printing paper at the rate of ¼ cent per pound and 10 per cent ad valorem.

Trend Needs Watching

It will be gathered from the foregoing that the position of the Canadian newsprint manufacturer in the United States market has not been strengthened over the last year. Though the increase in imports from European countries is of interest, the total quantity is negligible in relation to the U. S.'s requirements. Yet the fact that there has been increased buying of European newsprint, while consumption has fallen off, is a trend of importance and one to be watched and not to be too lightly regarded.

Big Trade Balance For Paper Industry

From Our Own Correspondent

MONTREAL.—Gross contribution toward a favorable Canadian trade balance resulting from the activities of the pulp and paper industry as a whole in 1930 amounted to approximately $176,506,583, according to a preliminary survey prepared by the Dominion Bureau of Statistics. This total was made up of the difference between the value of pulpwood exported and pulpwood imported amounting to $12,740,882, the difference between the value of pulp exported and pulp imported amounting to $38,233,117, and the difference in value between paper exports and imports amounting to $125,532,584.

The total contribution of the industry toward a favorable balance of trade in 1929 amounted to $195,542,429.

Trade Cruise Planned Canada to West Indies

S. S. "New Northland" will sail from Halifax, January 8, 1932, on a Canadian Trade Exhibition Cruise through the West Indies according to an announcement made by the Montreal Board of Trade. The vessel will visit Bermuda, British West Indies, British Guiana, the Bahamas, Cuba and will be equipped to carry a large number of exhibits of goods, the produce or manufacture of Canada. Stops varying from one to four days will be made to the principal points called at. The cruise is being sponsored by an advisory board of the Montreal Board of Trade under the chairmanship of T. B. Macaulay, and including Norman J. Dawes, president of the Montreal Board.

It is pointed out that total imports of the West Indies in 1929 were $114,594,000 of which Canada supplied only $21,000,000, while United Kingdom accounted for $35,358,000 and the United States $31,887,000. However, it is not expected that Canada can capture all of this market, it is believed that there is every possibility of narrowing the ratio between Canadian goods and those from other countries.

Sutcliffe Company Ltd.
CONSULTING ENGINEERS
and
ONTARIO LAND SURVEYORS
NEW LISKEARD, ONTARIO

GEORGE F. HARDY
Consulting Engineer
305-309 Broadway, New York City, N.Y.
Member:
Amer. Soc. C.E. Amer. Soc. M.E. Eng. Inst. Can.
Consultation
Reports
Valuations
Estimates
Paper and Pulp Mills
Hydro-Electric and
Steam Power Plants
Plans and Specifications

ADMINISTRATION & TRUST COMPANY
(Société d'Administration et de Fiducie)
(Established in 1902)
Executors Administrators Trustees
HEAD OFFICE - MONTREAL
5 St. James St. East - Credit Foncier Building
Branches:
Quebec Winnipeg Regina Edmonton Vancouver
HON. SIR H. LAPORTE, Pres. J. THEO. LECLERC, Gen. Manager

Abitibi Power & Paper Company, Limited
TORONTO, ONT.
Owning and operating mills at
Murray Bay, Que.
Beaupre, Que.
Sturgeon Falls, Ont.
Espanola, Ont.
Sault Ste. Marie, Ont.
Iroquois Falls, Ont.
Smooth Rock Falls, Ont.
Fort William, Ont.
Pine Falls, Manitoba
Daily Capacity 2200 Tons Newsprint
Groundwood Pulp News Sulphite Pulp
High Grade Bleached Sulphite Pulp

The
Canada Power & Paper
Corporation
Total Daily Capacity of Plants:
2,464 Tons of Newsprint
130 Tons Pure Kraft Paper
130 Tons Pure Sulphate Pulp
also producing
CARDBOARD, INSUL BOARD, WRAPPER and SULPHITE and GROUNDWOOD PULPS
SAW MILLS AT PEMBROKE, ONT., producing White Pine, Red Pine and Spruce Lumber Pickets, Laths, etc. — Annual Capacity of 25,000,000 F. B. M.
Successor and Operating Company of
Belgo-Canadian Paper Company Limited, Shawinigan Falls, Que.
St. Maurice Paper Company Limited, Cap de la Madeleine, Que.
Laurentide Company Limited, Grand'Mere, Que.
Laurentide-Ottawa Company Limited, Pembroke, Ont.
Port Alfred Pulp and Paper Corporation, Port Alfred, Que.
Wayagamack Pulp and Paper Co. Ltd., Three Rivers, Que.
Anglo-Canadian Pulp and Paper Mills Limited, Quebec, P.Q.
Head Office:
MONTREAL, QUEBEC

THE FINANCIAL POST
SURVEY OF MINES
1931—NOW READY
Issue limited. To insure receiving copy please order at once. Price $2.00

This is the sixth year in succession The Financial Post has brought out its Survey of Mines. Each preceding volume has been an accepted success. The average paid circulation over this number of years has been 7,165. It is confidently expected this year's volume will exceed the others in value.

The Survey of Mines is the only complete record of mining activity in Canada available in permanent form. It is a vivid compilation of facts relating not only to the industry in a broad sense, but to the various companies that together form that industry. It is a reference volume for everyone interested in the great and growing mining industry, whether as an operator, mine executive, financier or investor. It holds its place as the one authoritative reference volume on the desks of all those whose interests, either directly or indirectly, touch the mines.

This year companies are covered in an even more complete manner than formerly; of producing companies there is a full record of production, costs, earnings and dividends, complete record of financial structure and history, also details as to personnel and directorate.

Companies under development are fully covered with present status of operations, together with names of all officers and directors.

A list of leading mining engineers, geologists and mine managers is included.

EDITORIAL INDEX

Price Range of Canadian Mining Stocks Pages 23, 25
Chapter I .... Canadian Mining
General review of 1930 production with statistical tables of growth of Canadian mining output, metal prices and list of companies producing. Pages 29-31
Chapter II .... Alberta
Review of developments ... Page 37
Reviews of Alberta companies ... 37-39
Production statistics ... 37
Chapter III .. British Columbia
Review of developments ... Page 41
Review of British Columbia companies ... 43
Production statistics ... 41
Chapter IV ... Manitoba
Review of developments ... Page 75
Reviews of Manitoba companies ... 75-81
Production statistics ... 75
Chapter V ..... New Brunswick
Review of developments ... Page 83
Reviews of New Brunswick companies ... 83
Production statistics ... 83
Chapter VI ..... Nova Scotia
Review of developments ... Page 85
Reviews of Nova Scotia companies ... 86-89
Production statistics ... 85
Chapter VII ..... Ontario
Review of developments ... Pages 91-92
Reviews of Ontario companies ... 93-143
Production statistics ... 91
Chapter VIII ..... Quebec
Review of developments ... Page 145
Reviews of Quebec companies ... 146-159
Production statistics ... 145
Chapter IX ... Saskatchewan
Review of developments ... Page 160
Reviews of Saskatchewan companies ... 160
Production statistics ... 160
Chapter X ..... Yukon and Northwest Territories
Review of developments ... Page 161
Reviews of Yukon and Northwest Territories companies ... 161-162
Chapter XI . Outside Companies
Reviews of outside companies ... Pages 163-167
Chapter XII ..... Newfoundland
Review of developments ... Page 169
Reviews of Newfoundland companies and properties ... 170-174
Chapter XIII ... New Incorporations
Companies recently obtaining charters ... Page 175
Chapter XIV ..... Directory
List of mining engineers, mine managers and geologists ... Pages 177-189
Advertisers' Index ... 191

THE FINANCIAL POST,
153 University Ave., Toronto.
I enclose $2.00. Please send me postpaid a copy of The Financial Post Survey of Mines, 1931.
Name
Address
323

SECOND SECTION

THE FINANCIAL POST

SECOND SECTION

Vol. XXIV | Member of Audit Bureau of Circulations | PUBLICATION OFFICE: TORONTO, OCTOBER 24, 1931 | 10c a Copy; $5.00 a Year | No. 43

PAST PERIOD MOST TRYING FOR MILLERS

No Improvement Seen in Last Crop Year

EXPORTS DECLINED

Competition and Price-Cutting Reduces Profits in All Areas Served

With the close of the 1930-31 crop year, Canadian millers concluded one of the most trying periods in the history of the industry. The previous year had witnessed a drastic decline in wheat values which found reflection in inventories; last year competition rose to a point where profits on sales were almost negligible.

While the situation in the domestic market is not satisfactory, it is the decline in exports from Canada which has caused most concern to those interested in the welfare of the milling industry. Russian shipments have been offered at dumping prices while high tariff walls in European countries have placed a greater barrier than ever against Canadian shipments. The result has been that Canadian flour exports in the year ended July 31, 1931, amounted to 6,701,639 barrels, having a value of $27,564,805 compared with exports of 6,778,023 barrels, valued at $39,027,955 in the previous year.

Figures Below Average

Though the decline in volume is only 71,000 barrels, it must be remembered that figures for 1929-30 were below the average and showed a wide drop from the banner year of 1928-29, when exports totalled 11,527,375 barrels. The decline in values, amounting to about $12,000,000 last year, is also discouraging.

Export business is vital to the welfare of the Canadian milling industry. Domestic business is fairly constant, as far as volume of production is concerned, but the export business gives the mills that extra stimulus which allows plants to operate at a profitable rate of capacity.

Reduced Plant Operations

The drop in exports naturally found immediate reflection in plant operations. For the most part, activity of Canadian flour mills was conducted at less than 50 per cent of capacity last year, a rate at which overhead tends to pile up. In July this year, Canadian flour mills operated at 47.1 per cent of capacity, which was the highest figure to be recorded since the beginning of 1931.

With exports falling off, there has been a scramble for sales in domestic markets, a policy which has led to price cutting on a wide scale. Sales have been made at cost or below, producers have offered buyers future deliveries on guaranteed prices while liberal rebates have been promised.

Need Corrective Measures

How far this competition will continue without corrective measures being taken cannot be forecast but the opinion among responsible millers is that some steps will have to be taken or affairs will develop a very serious aspect.

Export market difficulties at present are further complicated by the fluctuations in the rate of exchange; this presents what is hoped to be only a temporary difficulty, but in the meantime it adds to the troubles of the Canadian miller.

Domestic Output Holds

In the domestic market, the large milling companies have assured themselves of a fairly constant sales outlet through the acquisition of bakeries and each of the companies is now interested in the baking industry in a large way. While this would appear to be a satisfactory state of affairs, since the parent company sells its baking chain all its flour requirements, it has not worked out so well in practice.

Many of the baking subsidiaries were acquired at peak prices; milling companies were forced to make a substantial investment in them. But with poor business conditions, very keen competition developed in the bakery business, profits remained at a low point and the milling companies were unable to realize on their capital outlay to the extent which they had anticipated.

Domestic Competition Too

Thus while the milling companies are able to sell a substantial portion of their output in the domestic market, prices continue at a point where profit is small, owing to the keen competition which has developed in the baking industry. Efforts have been made among some of the millers to effect some sort of stabilization but it has not been possible to get together all the principal operators, and constructive plans have fallen through. The situation in the domestic market has now reached the point where sales in some instances are being handled on an export price basis.

Milling in Bond Gains

There is one other factor which has been disturbing in the past year. This is the sharp increase in milling in bond in Buffalo, which has risen substantially in the past year. Just how serious this was may be judged from the fact that of total exports of flour made from Canadian wheat during the past year, almost 40 per cent was ground in Buffalo.

Some years ago an unsuccessful attempt was made by Canadian milling companies to have the Government remedy this situation and millers today hope that some steps will be taken to rectify the existing situation which, if eliminated,

(Continued on page 12)

Dairy Industry Steady Throughout Depression

Chief Dairy Concerns Slackened Rate of Amalgamation Sharply in Last Year—Consolidating Field Covered by Nation-Wide Mergers

Among the food industries of Canada the dairy industry has probably shown steadier action than any other during the time of depression in 1930 and 1931.

The industry, which had been in 1929 and 1930 passing by means of mergers from a state where there were in every large centre a number of companies striving for trade to one where powerful chains embraced many active companies, has in 1931 been trying to consolidate the situation thus created. Borden Co. apparently consummated its programme in Canada for some time by acquiring City Dairy in Toronto; Dairy Corp. of Canada completed its chain for the time being by acquiring Canada Dairies in Toronto, Eastern Dairies added no large new companies and Silverwood's Dairies stopped expanding and has also been trying to consolidate as far as possible into a homogeneous whole the number of companies formed across Southern Ontario.

There is still plenty of competition in Canada, not only competition among chains themselves but between chain companies and independent companies. Some new independents have been started even in 1931. The sale and delivery of milk is apparently the foundation of the success of these companies, but creameries and butter and cheese-making factories are increasing production and export programmes may soon be in evidence. Ice cream has become an important seasonal business with these companies although in 1931 there has been a considerable falling-away.

Chain Food Stores

LOBLAW GROCETERIAS

Develops New Lines—Plans Several Additional Stores

Loblaw Groceterias Co. now operates 100 "self-serve" stores in Ontario and it is proposed to open several more in the near future. The most recent development in merchandising by this company is the sale of bread and experimental sale of fresh meats, ready-cut and cellophane-wrapped. It is expected that fresh meats will be sold eventually in most if not all of the Loblaw stores.

The company holds a high position among the grocery chains on this continent and in each year, since the company was incorporated in 1921, net earnings and unit volume of sales have increased. Sales and earnings per store are exceptionally high for this type of business. Dollar volume of sales has shown some decrease in the past year due to the drop in commodity prices but turnover has been greater and net profit in the fiscal year ended May 31, 1931, showed a slight increase over that of the preceding year.

The Canadian company owns a controlling interest in Loblaw Groceterias, Inc. which operates more than 120 stores in the Buffalo, N.Y., and Chicago areas. A new warehouse just completed in Buffalo will serve the 45 or more stores in that area and further expansion is anticipated. Net profit from the Buffalo unit has shown a rapid increase, after all charges. There are 75 stores in the Chicago unit which have also shown a great improvement in earnings but which have not as yet been operating long enough to show the results originally expected. The United States subsidiary is a source of potential revenue to the parent company but has not as yet paid any cash dividends:

Capitalization—	Authorized	Outstanding
Class "A" .... (No par value).	600,000 sh.	467,541 sh.
Class "B" .... (No par value).	600,000 sh.	383,300 sh.

Funded Debt—
None.

Dividend Record—
Present rate 80c. per annum on both "A" and "B" stock; class "A" entitled to cumulative preferred dividend of 50c. per annum, and equal participation with class "B" after payment of 50c. per share on class "B"; both payable 1st March, June, Sept. and Dec. Initial dividend of 12½c. per share on both stocks paid June 1, 1929; and quarterly thereafter to Dec. 1, 1929; increased to 20c. per share March 1, 1930 and regularly since. Dividends on old preferred paid from date of issue to redemption, and on old common from 1925 until exchanged for new stock in 1929.

Officers and Directors—
Officers—T. P. Loblaw, pres.; C. B. Shields, J. Milton Cork, vice-pres.; Daniel Urquhart, sec.
Directors—T. P. Loblaw, J. Milton Cork, H. G. Muntz, C. B. Shields, D. Urquhart, Toronto.

INCOME AND SURPLUS ACCOUNT
Years Ended May 31

	1931 $	1930 $
Gross sales	17,010,191	18,435,087
Net earnings	1,206,635	1,190,328
Less: Res. for inc. tax	122,000	95,000
Re-organ. exp. w/o	......	7,306
Net profit	1,084,635	1,088,022
Less appropriations:		
Dividends:		
Prior pref.	......	3,559
Class "A"	374,033	303,800
Class "B"	306,640	249,146
Surplus for year	403,962	531,517
Add: Prev. surplus ..	2,205,599	1,798,996
Less: Pref. stk. prem.	......	123,543
Income tax adjust..	560	1,371
Add res. for 1930 inc. tax	23,926	......
Goodwill account w/o	360,000	......
	2,225,075	2,205,599

Earnings per Share and Dividend Record:

Class "A" & "B":		
Earned	$1.27	$1.28
Paid	0.80	0.65

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Class "A" ..	14¾	11	15¼	10	24½	9
Class "B" ..	14¾	10	15¼	10	24½	9

*To Oct. 7.

DOMINION STORES

Continues Expansion—Sales and Profits Show Increase

Increased dollar and unit volume of sales and increased profit are reported for Dominion Stores Ltd. in the current year which has also seen a continued expansion in the number of stores. Dollar volume of sales for the 8 months ended August 29 was over 5 per cent ahead of the same period in 1930 but increase is largely due to opening of new stores. At June 30, 1931, the company had 559 stores in operation having added 33 units in the first six months of the current year.

Stores are operated in Ontario, Quebec, Nova Scotia and New Brunswick, the development in the Maritimes being comparatively recent. Sale of fresh meats has been extended and some 96 stores of the chain are now equipped to supply this line in addition to the staple lines of groceries, bread, fruits and vegetables. Gross sales have steadily increased since 1921 with the exception of 1930 when there was some decrease in dollar volume although physical volume was greater. Gross annual sales have been in excess of $25,000,000 in both 1929 and 1930. Turnover is made about 12 times a year, and profit per dollar of sales is moderately low.

The company has attained a strong financial position with ample working capital. Surplus had been built up $1,267,003 as at December 31, 1930, although dividend policy has been generous. Only one class of stock is outstanding and the company has no funded debt.

Capitalization—	Authorized	Outstanding
Common (No par value).	1,000,000 shs.	277,715 shs.
Pref. 6½% (Par $100).	$5,000,000	None

Funded Debt—
The company has no funded debt, but mortgages on its warehouses, as at Dec. 31, 1930, amounted to $56,000.

Dividend Record—
Dividends—Present rate $1.20 per share per annum, payable Jan., April, July and Oct. 1 Paid regularly since July, 1929. On June 30, 1930, in addition to the regular quarterly dividend, a stock dividend of 2 per cent was paid.

Officers and Directors—
Officers—W. J. Pentland, pres.; M. Smith, vice-pres. and treas., Toronto; W. F. Stewart, sec., Toronto; C. F. Hatton, asst. treas., Montreal; F. R. Paget, asst. sec., Toronto.
Directors—W. J. Pentland, Toronto; M. Smith, Toronto; J. B. Jameson, Concord, N.H.; W. T. Bate, St. Catharines, Ont.; E. G. Wills, W. F. Stewart, Toronto; W. S. Kies, E. C. Lynch and F. W. Nash, New York, N.Y.; G. Tamblyn.

INCOME AND SURPLUS ACCOUNT,
Years ended December 31

	1930 $	1929 $
Gross sales	24,118,586	24,641,183
Less: Oper. cost‡	23,517,323	24,146,933
Net earn. from oper. ..	601,263	494,250
Add other income:		
Interest earned	77,060	147,299
Discount saved	65,643	
Total earnings	743,966	641,549
Less: Prov. for inc. tax	46,000	51,000
Depreciation	167,157	....
Net profits	530,809	591,549
Common divds.	329,990	313,076
Stock divd.	5,446	....
Res. for fire losses ..	....	20,000
Goodwill written down	....	252,065
Surplus for year	195,373	5,408
Add: Prev. surplus ..	1,071,149	1,113,996
Adj. of taxes	481	....
Less: Inc. tax for 1928	....	48,255
Bal. carried forward ..	1,267,003	1,071,149

‡Operating cost including merchandise, selling and administrative expenses in 1930 and also depreciation in 1929.

Earnings per Share and Dividend Record:

Common:		
Earned	$1.91	$2.17
Paid	$1.20+2%†	.75+.90§

§Three quarterly payments at 30 cents per share on stock increased by issue of rights at $5 a share in April, 1929.
†Stock dividend.

Sales and Earnings
6 Months to June 30

	1931	1930
Total sales	$12,798,455	$12,296,797
Net earnings*	$269,710	$239,156
Earn. per share	97c.	86c.
Shs. outstanding ..	277,715	277,715
No. of stores	559	504

*After all charges including income tax.

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Com.	24½	13¾	30¼	12½	55	19¾

*To Oct. 7.

CONSOLID. FOOD

Number of Stores is Reduced—Concentrated in Large Cities

The Stop & Shop chain of food stores controlled by Consolidated Food Products, Ltd. operates in Toronto, Montreal and Ottawa and sells meats and fish in addition to grocery lines. Deficit from operations has been shown in the last two fiscal years and there has been considerable consolidation of activities, a number of the stores having been sold. At March 31, 1931, the end of the company's last fiscal year, there were 105 stores in the chain, while up to 165 stores have been operated in the past.

Values of land, building and equipment were written down at the end of the last fiscal year and a reorganization of capital structure was indicated. A new merchandising policy started by the company is reported to have shown some results from the standpoint of increasing the number of customers. No recent statement has been made as to earnings position of the company.

Capitalization—	Authorised	Outstanding
Class "A" Par value $35.	60,000 shs.	†30,180 shs.
Common No par value.	300,000 shs.	234,453 shs.

†Balance of issued shares (165) held by subsidiary companies.

Funded Debt—
Arnold Bros. 6 per cent first mortgage

(Continued on page 12)

BAKING COMPANIES COMPETE KEENLY AT LOWER PRICES

Flour Costs Are Down—Studying Methods to Cut Delivery Expenses

Baking companies had severe competition in 1931, but not so severe as there had been through a considerable part of 1930.

These companies had, in the early part of 1930, received their supplies of flour at rather high prices and the flour later followed wheat down to what was comparatively a low price. Eventually the high cost of inventories was worked off but the bakeries found themselves obliged to compete with chain stores with bread offered at prices below what they considered their cost to be.

Flour Costs Decline

Public interest in the subject centred on the question of whether prices were excessive or not. A combine was openly alleged to exist because millers controlled the larger baking companies. As a result, F. A. MacGregor made a study and report for the Department of Labor. He found that competition was so keen that the situation could take care of itself, especially finding that the mill-owned bakeries were not able to take any advantage of the situation to charge higher prices. This is quite evident as company after company has found it wiser to drop or cut out common dividends for the time being in order to conserve cash until conditions are clearer.

Cost of distribution of bread to consumers has been coming in for considerable study among bakers. The MacGregor report in 1930 showed delivery costs in 119 bakeries running from 1.66 cents a loaf to 5.18 cents.

Suggestions have been made for centralized delivery so that half a dozen delivery wagons would not have to visit the same street to deliver to as many houses. The advisability of making the delivery man a salesman and paying him a 15 per cent commission on sale of cakes, buns and bread has also been discussed.

Big Wine Makers At Cross Purposes

With the "Big Four" manufacturers in the wine-making industry working at cross purposes, the wine industry has been reported "up in the air." A price war in the cheap wines is cutting profits.

One of the "Big Four" recently asked for permission to fortify the product with grape spirits and another of the four asked that this permission should not be granted. The necessary permission was given, but it came too late in the season to permit of any great tonnage of grapes being used for this purpose. Supplies on hand of old wine are reported to be fairly large so that demand is less than usual for grape growers.

Low prices have been paid for grapes this year. Grapes in many cases have been selling at from $22 to $35 a ton as compared with $60 to $65 last year.

FIRST TO DEFLATE, FOOD COS. HOPING FIRST TO RECOVER

Intense Competition is Still Rule in Every Country

Starting with wheat, food materials and products have been among the first of world commodities to sag back to pre-war prices. The great surpluses in all kinds of food products caused competition of the most severe kind, resulting in price declines which themselves failed to bring in buying sufficiently large to clear up visible surpluses. This in turn reacted on industrial companies purchasing raw materials subject to these price movements, and price wars and public resistance to buying have brought their prices down very low.

It has been therefore a difficult year to make money for all these types of companies. In addition to these troubles, export markets have been made difficult of access by tariffs of almost unexampled height in European and other markets. When the British Government announced that the pound sterling had gone off the gold basis, the result was a depreciation in British money for international trading purposes which added to the troubles of importers because of dumping legislation designed to prevent any nation exporting to Canada in a way which would enable it to undersell Canadian manufacturers.

Depreciation of currencies has also made it difficult for food companies to export to England because the lower pound automatically increased prices from Canada. It has given Canadians, however, a certain advantage in seeking export markets as compared with the United States.

Competition from other companies in Canada and from importers is, however, only one of the influences which have been tending toward lower prices. Increased efficiency of research and engineering departments has resulted in competition between articles. Foods of various kinds have been advertised extensively in the hope of displacing other kinds. The desire of industries to have quantity production and so decrease overhead has increased the intensity of the competition and without capacity production large companies have lost the advantage over smaller ones.

Some good results are apparently coming out of the depression. Attempts at price control by organization and by bad use of credit to hold stocks off the market are now in disfavor though not entirely abandoned. Companies have striven to place their operations on the basis of the strictest economy consistent with efficiency.

The consumer is king and can pick the best quality at prices which he has not seen since pre-war days. The most successful companies are those which are trying to meet him more than half way. Also many hope that the first industries to be thoroughly deflated will lead the way back to better times.

Saskatchewan Butter Output Gains

Saskatchewan's creamery butter output for the eight months of the present year totalled 13,920,436 pounds, or an increase of 3,643,508 pounds, or 35.4 per cent, over the similar period of last year.

Packing Companies Enter Export Market Again

Hog and Food Animal Surplus for Export Because Farmers Feed Low-Priced Grain and Breed for Meat Which Drops in Price

The packing industry of Canada, which has for years been under the necessity of paying higher than the world level for its raw materials, is once again in a position to compete for world business. Dropping prices of grain have again turned the farming community on a considerable scale back to the production of cattle, hogs, sheep and other meat products in the hope of making the profits which cereals have not been giving them in the last two years.

In 1930 there was not so much difference, as farmers had to restore their herds and flocks, but increasingly in 1931 products have increased to the point where there is a growing surplus for exports. Particularly has this been the case with hogs, which have for years not been produced in sufficient quantities to meet more than the domestic demand. Under the spur of hog prices in Canada above the world level, production has mounted rapidly and hog prices have now dropped to a point where they are competitive.

Meat Prices Drop

Cereal prices the world over have been low, and the trend back to meat production has therefore been a world-wide phenomenon and on the chief markets which Canada has been used to seek, there is therefore intense competition. Canada has sold bacon for the first time in quantities for many years, but at low prices.

The United Kingdom in times past was the principal market for Canadian animals and meat and this is the market which is being sought at present.

Beating Through Barriers

Canada had fairly large markets up to 1925 in Germany for packing house products, but duties were reimposed in that year by the German Government and with growing protection for the benefit of home agriculture, Canada has lost considerably in the trade to Germany. Particularly has Canada lost in the exports to Germany of frozen meat. In view of the bristling tariff barriers of many European countries, the way through to the ultimate consumer must be found by special products which meet special demand. For example, Canada at present chiefly ships to Germany such products as frozen hog livers, frozen hog and cattle brains, frozen hog, cattle and sheep glands, sausage casings, lard, oleo margarine, dried ground blood, ground cracklings, meat meal, industrial bones, glue, carboned bones, cattle hoofs, horse manes and tail hair.

The high protection enforced by the United States against Canadian cattle and other food animals since 1929 means that a larger number of Canadian animals have to seek the markets of the world through Canadian packing plants.

The only two Canadian packing companies in which there is a large investment interest are Canada Packers in the East and Burns & Co. in the West. The latter company because of the extremely severe depression in its field has had an unusually hard time but recent financing plans should help it. With lower prices now obtaining both companies will probably be venturing more in the export markets than for years.

As for the domestic market the packers get an increase in the canned meat duty from 27½ to 35 per cent in the general tariff. This will affect the Argentine most. Canada brought in more than 7,000,000 lbs. of canned meat from that country in 1930, but only 465,817 lbs. from the United States and only 104,000 lbs. from New Zealand. Canadian packers of canned meats are protected, therefore, against foreign countries to the extent of an additional 7½ per cent under the new general tariff.

As the tariff on cheese went up three cents per pound many imports from Great Britain, New Zealand, United States, Switzerland, France and Italy will be kept out in larger measure.

Butter production is increasing and packers are catering in both these dairy products.

Tariff, Exchange Tend To Turn Food Imports Over to British Empire

Australia, South Africa, Br. West Indies Are Benefitted

DUMPING STOPPED

Trade Agreements Make Great Difference—Total International Trade in Foodstuffs Falls

Although the greater part of Canada's food requirements originate within the Dominion, imported foods in 1931 still constitute a very important item. However, the increased protection given Canadian farmers and Canadian industries on many items have tended both to limit the amount imported and to switch imports from countries on the general tariff to countries enjoying the British preference or with which there is a trade agreement that gives preferred treatment.

This trend has been further accentuated by the decision of the British Government to go off the gold basis, by the ensuing depreciation in the British pound and the fall which followed in the Canadian dollar as well. Increased duties on canned fruits and vegetables were sufficient to stop imports from the United States in great part and the exchange situation has made such imports still more difficult.

Lower Price Levels Obtain

Before the depreciation of pound and dollar in Great Britain and Canada entered into the situation, there had been a great decline both in exports and imports. Part of the decline is due to the fact that lower prices are being asked for goods all over the world and part to the fact that both importing and exporting have been rendered more difficult by the world-wide resorting to tariffs for the protection of domestic industries.

Imports into Canada of agricultural and vegetable products for the 12 months ending August 31, 1930, were $213,612,011 as compared with $153,985,350 for the same period in 1931. Animals and animal products dropped in the same period from $67,593,465 to $36,052,589. Declines were registered in imports both from the United Kingdom and the United States.

The exports of agricultural and vegetable products show a decline in this period from $333,041,619 to $256,151,146, exports to both Great Britain and the United States being sharply off.

All Food Duties Higher

At the last session of Parliament there was imposed a four cent per pound tariff on tea, while the sales tax was jumped to four per cent and an extra one per cent excise tax placed on all imports. Practically all of the changes made in the duties were upward. Higher duties are being carried, as a result, on raisins, oranges, macaroni, starch, rice, bacon, ham, fresh meats, live hogs, eggs in the shell, cheese, powdered milk, hops and Indian corn.

The general tariff on canned apricots, pears, peaches and pineapple went up from 2¾ cents per pound to five cents per pound. This means that the duty alone on a tin of No. 2 peaches will be ten cents. The same applies to apricots, pears, pineapples and grapefruit. The increases in the preference tariff were not many, but among them were duties on the canned fruits.

In spite of the duty, many of the tea package companies announced there would be no change in price and that they would absorb the extra four cents duty and the increase of three per cent in the sales tax. Holders of bulk tea, however, advanced prices.

The general tariff on raisins increased by one cent a pound benefits Australia and South Africa to the extent of four cents protection.

The new duty on oranges of 35 cents per cu. ft. means an increase in the cost of California oranges of 87½ cents per box. Most foodstuffs were placed on the exempt list as far as sales tax was concerned.

Reciprocity in Dumping

Canada is a large importer of raisins. In the last two years imports from Australia have grown in direct measure as imports from California have decreased because of the higher tariff. Even more would have been imported this year from Australia if that country had produced enough to go around. Their crop of sultanas this year was light and therefore a considerable quantity had to be bought from California in spite of the duty of 3¼ cents a pound. The dumping clause which applies against imports from the United States does not affect Australia because of the Canadian-Australian agreement made a few months ago. By that clause neither country puts a dumping duty against the other in connection with any product.

There has been little change in source of supply for oranges, but the duty and the exchange difference have tended to make other countries more interested in the Canadian market. Especially is this true with South Australia and South Africa which are now shipping quite a number of oranges into Canada.

The source of bananas eaten in Canada has been changed considerably by the West Indian Treaty made two or three years ago. More bananas come direct from the British West Indian ports. Prior to the arranging of that treaty the bananas came from New York by United Fruit Co. boats.

Grapefruit has not been greatly affected by recent changes. Some is coming from the West Indies, but most of it from Cuba and the Southern states. Kingston, Jam-

(Continued on page 12)

Exchange Difficulties Hamper Flour Exports

Because the announcement that the British pound had gone off the gold basis was followed by depreciation both in England of the pound sterling and in Canada of the Canadian dollar, difficulties have been greatly increased against doing business with the United Kingdom by Canadian exporters temporarily.

Certain Canadian flour mills have resorted to the plan of making offers in United States dollars, a measure which meets with disfavor by the British importers. Other mills have been quoting in sterling subject to confirmation and on that basis some business has been done. Other mills have even quoted in sterling without any reservation as to confirmation.

CHAIN STORES UNIT VOLUME HAS INCREASED

Maintain Position in Face of Difficult Conditions

Chain food stores have, generally speaking, weathered the present depression as well as any other line of merchandising or industry and are in a strong position at the present time. There has been some decrease in expansion and a greater development of internal organization. Physical volume of sales has increased over that of preceding years but lower prices of commodities have brought about some decrease in dollar volume of sales except in such companies as have increased the number of retail outlets since 1930. Profits, on the whole, compare favorably with those reported for 1930.

The trend has been away from what can be termed luxury or semi-luxury foods and staple items are selling in larger volume. The profit on staple items, however, is less than that on luxury lines. The chain stores have strengthened their position with the buying public as is evidenced by the increased turnover of goods and the experience in the past has been that this increase in patronage has been retained for some time after commodity prices have strengthened.

Expansion Is Limited

Continuous decline in most commodity prices during the current year will have caused some losses on inventories but the turnover of the chain food stores is rapid and has served to minimize such losses. Inventories have been well deflated during the past two years and, with commodity prices tending to become somewhat more stabilized, the future of this end of the business is less in doubt. Economies of operation have been effected and the merchandising ability of the various chains operating in Canada has been stimulated by general business conditions. Wages, on the whole, have been maintained. Expansion in the number of retail units has not been general but many of the chains have taken on new lines.

The chain grocery business is largely a development of the past decade and there are not more than half a dozen chains that were operating ten years ago in Canada. The period of most rapid expansion appears to have been passed, and growth in 1930 and 1931 has been slower than in the years immediately previous. The chains have entered a secondary phase in which they have been consolidating their position and devoting greater attention to the enlargement and improvement of present stores. Economic conditions prevailing since 1929 have played an important part in determining this action. The chains will continue to grow and new developments may be expected from time to time.

The chain candy stores have experienced a smaller volume of business as might be expected of a luxury product. One of the oldest and largest of the chains has recently reduced the price of its candy from 60 cents to 50 cents per pound which will have an effect on sustaining volume of sales and this action may be followed by other chains. Expansion in this number of stores has been reduced to a considerable extent but the candy chains have maintained their position and earnings, while lower than in 1930, are regarded as satisfactory.

B. C. Exports Make Journey

Australian oranges that reached the Pacific coast recently were wrapped in fruit wraps manufactured by the Westminster Paper Co. Ltd., while the boxes were also made from British Columbia lumber.

Build New Port Arthur Plant

The Coca Cola Company of Canada will erect a new $15,000 plant in Port Arthur and tenders have already been received for the construction of the plant, which will be of modern type, built of brick. It is the company's intention to manufacture syrup in the new building for distribution in the territory surrounding the lakehead.

CANNED GOODS OUTPUT GAINS, IMPORTS LESS

Higher Duties Cause Large U. S. Firms to Build in Canada

PRICES ARE LOWER

Exports to United Kingdom Gain in Physical Volume—Competition Was Keen

The canning of fruits and vegetables in the last two years has proved increasingly difficult. Because of large crops canned in 1930 domestic competition of a serious character developed during last winter and prices of canned goods dropped from 10 to 20 per cent in various lines and in some cases were offered at prices as low as ever have been seen in Canada. This was in the face of higher protection afforded domestic manufacturers.

Experience was different with different companies, some maintaining or increasing good volume, while others lost somewhat.

Retailers sold canned goods at very low prices as compared with anything since pre-war times. There was a pool of independent canners during the early part of 1931 and the prices which they arrived at caused a firmer feeling for a while in the trade. But it did not last long.

However, in buying fruits and vegetables for this season's crop great care has been exercised by canners both with respect to price paid and quality obtained. Some aver that such quality at low prices will, when business improves, give canners an advantage. Hand-to-mouth buying has made difficulties of canners not too strongly financed a little more urgent, causing liquidation from time to time at uneconomic prices in order to get cash.

The strong companies, however, appear to be strongly entrenched whatever the actual earning experience may have been.

Sell More to Britain

Canned vegetables exported from Canada increased from 9,922,851 pounds worth $624,007 in the 12 months ending August 31, 1930, to 10,087,965 pounds worth $581,977 in the following 12 months. Canned fruits also increased from 3,291,491 pounds worth $269,392 to 4,012,340 pounds worth $285,981 in the same period. It will be seen that volume increased while dollar value was less in both cases. With cost of materials lower this year that may not be so great a disadvantage as it seems at first sight. In both cases the increased exports went to the United Kingdom.

Canned fruits imported for the same two periods fell in dollar volume from $4,099,484 to $3,059,154, the United States doing more than half the business and losing half of its business in this period with Canada.

Import Less from U. S.

Canned vegetables imported from all countries in the 12 months ending August 31, 1930, amounted to 23,313,147 pounds worth $2,007,644 as compared with 11,582,263 pounds worth $1,019,709 for the 12 months ending August 31, 1931.

The greater part of this decrease affected the United States. Imports from the United States dropped from 15,846,000 pounds worth $1,298,908 for the 12 months ending August 31, 1930, to 6,734,658 pounds worth $624,030 for the period ending August 31, 1931.

The total amount of vegetables imported into Canada dropped from $1,390,698 worth $495,281 to 7,721,132 pounds worth $445,638. In this time the imports from the United States dropped $8,584,431, to $6,046,962.

Even corn had a considerable drop. The total corn imported dropped from 13,485,956 bushels worth $12,281,167 to 9,302,273 bushels worth $5,712,199. The United States suffered considerably with a drop from 7,046,246 bushels worth $6,522,102 to 2,252,223 bushels worth $1,621,281. The partial crop failure explains much of this.

Establish in Canada

While the higher tariff put in effect by both the King and Bennett Governments has given a great deal of protection to canned soup and vegetable companies, the effect has also been to cause branches of American companies to be established in Canada. One large soup plant has been established at New Toronto by the Campbell Soup Co., and a large canned corn and pea plant at Tecumseh, near Windsor, by the Fine Foods of Canada, Ltd., a subsidiary of Minnesota Valley Can Co., of Minnesota, also a large cherry packing company known as the Liberty Cherry Co., of Pittsburgh, Pa., has established a plant in Canada to pack Maraschino cherries used for salads. The Fine Foods of Canada, Ltd., claim to have the largest single canning plant in the British Empire. They can corn and peas only.

So far as canned fruit is concerned, the United States is losing out more and more in Canadian business especially in canned fruits like peaches and pears and pineapple, as the Government put a duty of five cents a pound on these with the result that Africa and Australia now are getting considerable of the canned pineapple and peaches trade. The Australian peaches correspond in flavor and appearance with the California, whereas the Canadian peaches are much superior to both in flavor, but not in appearance.

As the duty of pineapples is only one-half cent from Australia as against five cents on Hawaiian pineapple, this gives the Australians quite an advantage.

Milling Companies

OGILVIE FLOUR

Milling Conditions Find Reflection in Income

Domestic and foreign competition, and increased competition from milling in bond, were factors contributing to the substantial reduction in earnings of Ogilvie Flour Mills Co., in the last fiscal year. Though profits were sufficient to cover the dividend of 8 per cent, they showed a sharp reduction from those of the previous two years.

While Ogilvie Flour Mills is one of the largest operators in the industry, its large investment account also gives it the aspect of an investment trust. The drastic decline in security values in the past two years has found some reflection in this account, which was valued at August 31, 1931, at $10,480,380 compared with $12,215,651 in the previous year.

Ogilvie Flour Mills occupies a strong financial position and has an excellent record of dividend payments in the past, together with bonuses on the common stock.

Capitalization—

	Authorized	Outstanding
Pref. 7% cum. ... ($100 par).	$2,000,000	$2,000,000
Common (n.p.v.)	75,000 shs.	75,000 shs.

Preferred is not callable.

Funded Debt—
6 per cent first mortgage bonds, due 1932, outstanding: Series "A," $1,000,000; Series "B," $750,000; Series "C," $600,000.

Dividend Record—
Preferred—7% per annum, payable Mar., June Sept. and Dec. 1; paid regularly since 1902.
Common—8% per annum, payable Jan., Apr., July and Oct. 1. A bonus has also been paid on common for a number of years.
Bonuses on common stock—100% stock bonus, 1908; 4%, 1916; 15%, 1917-1919; 10%, 1920, 1922 and 1923; 13%, 1924. (New stock)—$3 a share, Oct. 15, 1925; $5, 1926; $10, 1927; $15, 1928; $17, 1929; $5 in 1930.

Officers and Directors—
Officers—W. A. Black, pres.; R. R. Dobell, vice-pres.; G. A. Morris, asst. to pres. and sec.; J. C. McLaughlin, treas.; H. K. Hepburn, asst. sec.-treas.; H. Sellers, western mgr.; V. W. Maclean, Fort William, mgr.; H. Norman Davis, Medicine Hat, mgr.; D. A. Grout, Edmonton, mgr.
Directors—Sir Montagu Allan, C.V.O., W. A. Black, R. R. Dobell, Sir Charles B. Gordon, G.B.E., Sir Henry Holt, K.B., Elwood B. Hosmer, F. K. Morrow, J. W. McConnell, Beaudry Leman, Montreal, P.Q.; Sidney T. Smith, Winnipeg, Man.

INCOME AND SURPLUS ACCOUNT
Years Ended August 31

	1931 $	1930 $
Net profit *	755,149	1,127,436
Less appropriations:		
Pref. divds.	140,000	140,000
Com. divds. & bonus	600,000	975,000
Surplus for year	15,149	12,436
Add: Prev. surplus ..	3,157,149	3,144,713
Bal. car. forward ...	3,172,298	3,157,149

*After depreciation and bond interest, the latter amounting to $141,000 in each year.

Earnings per Share and Dividend Record—

Pref: Earned	$37.76	$56.37
Paid	7.00	7.00
Common: Earned .	8.20	13.17
Paid—divd.	8.00	8.00
Bonus	nil	5.00

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Common ..	285	125	450	230	700	495
Preferred .	130	116¾	131	124½	139	125

*To Oct. 13.

WESTERN CANADA

Old Established Flour Milling Co. Passed Dividend For First Time

Western Canada Flour Mills Co., which was incorporated in Ontario in 1905, owns and operates directly and indirectly through its subsidiaries flour and cereal mills which produce flour, rolled oats and poultry foods under various trade names. The company also carries on the business of a grain company owning elevators and warehouses located at the principal ports in Canada. It has the exclusive Canadian agreement with the firm of Hovis of England for the manufacture and marketing of Hovis flour.

The company's flour and cereal mills are at Goderich, Ont., Winnipeg, and Brandon, Man., Calgary and South Edmonton, Alta., and Victoria, B.C., with a total capacity of 10,000 barrels of flour and 1,000 barrels of rolled oats, oatmeal and other breakfast cereal foods.

The total storage capacity of the country and terminal elevators is about 7,300,000 bushels of grain, in addition to warehouses at the principal ports in Canada.

Through its subsidiaries the company goes back in Ontario to the early days of milling. In 1905 it was formed as a consolidation of the Lake Huron and Manitoba Milling Company, of Goderich, and the A. Kelly Milling Co., of Brandon, Man. In 1913 the entire capital stock of the Brackman-Ker Milling Co. and Purity Flour Mills was obtained. In 1929 Purity Baking Co. was incorporated to hold the bakery investments of the parent company which in August, 1929, acquired Lawrence's Bakery, of Toronto.

The company has paid dividends on its common stock from the time of incorporation until this year. The quarterly dividend on the common stock ordinarily payable on June 15, 1931, was passed. This was not entirely surprising as the company had found it necessary to trench on surplus to the extent of $100,477 in the preceding year. It has a strong surplus and liquid position and payment of the dividend was considered a conservative thing to do for one year even though not fully earned.

Capitalization—

	Authorized	Outstanding
Common (No par value).	150,000 shs.	115,895 shs.
Pref., 6½% cum. ($100 par).	$3,000,000	$2,440,600

Funded Debt—
None.

Dividend Record—
Preferred: 6½ per cent per annum, paid quarterly, Mar., June, Sept. and Dec. 15, since June, 1926.
Common: $1.40 per share per annum, paid quarterly, Mar., June, Sept. and Dec. 15, paid regularly from 1926 to and including Mar. 15, 1931; since passed.

Officers and Directors—
Officers—D. B. Hanna, pres.; A. J. Mitchell, vice-pres.; R. G. O. Thomson, sec.; R. A. Pridham, treas.; J. J. Page, gen. mgr.; J. W. Horn, asst. gen. mgr.
Directors—D. B. Hanna, A. J. Mitchell, Sir John Aird, R. G. O. Thomson, J. J. Page, J. H. Gundy, Toronto; Senator G. H. Barnard, K.C., R. H. B. Ker, Victoria; Sir Hormidas Laporte, K.B., K.C., Montreal; John Davidson, London, Eng.

CONS. INCOME AND SURPLUS ACCOUNT
Years Ended August 31

	1930 $	1929 $
Net profit†	221,416	556,352
Less appropriations:		
Preference divds. ..	159,661	160,722
Common divds.	162,232	161,000
Surp. for year	*100,477	234,630
Add: Prev. surp. ...	1,005,612	820,982
Less: Pension f. res.	......	50,000
Bal. car. forward ...	905,135	1,005,612

† After depreciation, income tax and reserve for doubtful accounts. * Deficit.

Earnings per Share and Div. Record:

Pref.: Earned	$9.07	$22.52
Paid	6.50	6.50
Common: Earned ..	0.53	3.44
Paid	1.40	1.40

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Com.	17½	11	25	16	41	25
Pref.	96	86	104	89	105½	101

* To October 13.

Great Atlantic & Pacific Tea Co.

Great Atlantic & Pacific Tea Co., Ltd., is the Canadian subsidiary of one of the oldest chain store companies in existence. Some 305 stores are operated in Eastern Canada which handle fresh meats and fish in addition to grocery lines. While official Canadian figures are not available, the sales figures for all of the stores in Canada and the United States for the current year indicate a drop in dollar volume of some 1.6 per cent although tonnage handled has increased over 11 per cent on 1930 figures for the corresponding period to the end of July. There is no great investment interest in Canada.

Cheese Exports Are Higher

Exports of cheese from Montreal to the United Kingdom up to October 11th this year amounted to 689,221 boxes. or 57,583,795 pounds, as compared with 608,077 boxes or 51,686,545 pounds shipped during the similar period of last year—a gain of nearly 6,000,000 pounds in favor of the present year.

Western Canada Flour Mills

COMPANY LIMITED

The Brackman-Ker Milling Company Limited

Purity Flour Mills Limited

Consolidated Statement, 31st August, 1931

ASSETS

CAPITAL ASSETS:			
Real Estate, Buildings, Plant and Equipment less Depreciation		$5,548,592.89	
Other Investments, including investments in affiliated Companies		926,395.90	
Patents, Trade Marks and Goodwill		1.00	
			$6,474,989.79
CURRENT ASSETS:			
Accounts and Bills Receivable, including accounts of affiliated Companies		$ 980,396.53	
Inventories of Grain, Merchandise, Bags, Barrels and Supplies		1,258,227.74	
Cash on Hand and in Bank		108,578.03	
Deferred Charges		50,424.77	
			2,397,627.07
			$8,872,616.86

LIABILITIES

CAPITAL:			
Authorized—30,000 shares 6½% Cumulative Preference Stock of a par value of $100.00 each		$3,000,000.00	
150,000 shares Common Stock of No Par Value ..			
Issued—25,000 shares 6½% Cumulative Preference Stock of a par value of $100.00 each	$2,500,000.00		
870 shares redeemed	87,000.00		
		$2,413,000.00	
135,000 shares Common Stock of No Par Value ...		2,205,700.00	
			$4,618,700.00
CURRENT LIABILITIES:			
Dividends Payable 15th September, 1931		$ 39,211.25	
Accounts and Bills Payable		840,053.64	
			879,264.89
RESERVES:			
For Contingencies, Doubtful Accounts, Income Taxes, etc		$ 193,939.15	
Pension Fund Reserve		50,000.00	
Property Reserve		1,313,911.39	
General Reserve		988,484.24	
			2,546,334.78
PROFIT AND LOSS ACCOUNT:			
Balance 1st September, 1930		905,134.88	
Profit for fiscal year ended 31st August 1931, including transfer from General Reserve	296,476.48		
Less: Provision for Depreciation and Doubtful Accounts	121,045.17		
		175,431.31	
		$1,080,566.19	
Less: Dividends for Year		252,249.00	
Balance 31st August, 1931			828,317.19
			$8,872,616.86
INDIRECT LIABILITIES:			
Customers' Paper under Discount		$1,296,960.89	
Guarantee Purity Baking Company Limited—Loan		1,692,500.00	

We have examined the books and accounts of Western Canada Flour Mills Company, Limited and Subsidiary Companies, The Brackman-Ker Milling Company Limited, and Purity Flour Mills Limited, at 31st August, 1931, and we certify that all our requirements as Auditors have been complied with and report that, in our opinion, the above Consolidated Statement is properly drawn up so as to exhibit a true and correct view of the state of the affairs of the aforementioned companies at 31st August, 1931, according to the best of our information and the explanations given to us and as shown by the books of the various companies.

Inventories have been certified as to quantities by the Companies' Officials at the various points and are conservatively valued.

Toronto, 8th October, 1931.

GEORGE A. TOUCHE & CO.
Chartered Accountants, Auditors.

MAPLE LEAF

Large Canadian Flour Milling Concern Made Good Progress in 1931

Maple Leaf Milling Co., which is engaged directly and indirectly in the business of handling grain, the manufacture and distribution of flour, cereal, stock and poultry feed and the operation of bakeries, made encouraging progress in the fiscal year ending July 31 toward rehabilitation of the company.

In the preceding year the company had been brought from a position of great financial strength to one of considerable weakness through unauthorized transactions in grain of the former officers.

Increased loans from banks, reorganization of the directorate and the replacement of the previous management gave the company a good start.

Major A. E. Nash, chartered accountant, managed the company during this critical year when the establishment of sound financial and accounting practices were regarded as a necessity. In the current year, D. Campbell MacLachlan will be general manager, having taken charge on Oct. 1, 1931. It was announced a year ago that the company was taking its time in a search for an executive as it was desired to have one with outstanding experience in milling and grain trades.

Maple Leaf Milling Co. was incorporated in April, 1910, as a consolidation of the Maple Leaf Flour Mills Co. and the Hedley Shaw Milling Co. Subsequently the Campbell Flour Mills Co., Canada Bread Co., Canadian Bakeries and Dominion Bakeries and Eastern Bakeries were brought either directly into the company or control was secured. The company and its subsidiaries own seven mills at Port Colborne, Kenora, West Toronto, Thorold and Peterborough, Ont., Brandon, Man. and Medicine Hat, Alta., with a total capacity in the production of flour of 34,500 barrels daily. At Montreal and Toronto feed mills with a combined daily output of some 17,000 bags of feed are operated and owned.

The company operates 55 country elevators in Western Canada and warehouses at Hamilton, Winnipeg, Montreal, Ottawa, Kamloops and Saint John, as well as a lake freighter with a capacity of 2,400 tons. The Ontario Bag Co., operating a cotton and jute bag manufacturing plant at Port Colborne, is a subsidiary and supplies Maple Leaf and the trade generally with flour and other bags.

Capitalization—

	Authorized	Outstanding
Class "A" pref. .. (Par $100).	$3,500,000	$2,930,000
Class "B" pref. .. (No par value).	25,000 shs.	25,000 shs.
Common .... (No par value).	100,000 shs.	100,000 shs.

Of the outstanding stock, 2,305 shares of preferred "A," 1,718 shares of preferred "B" and 6,872 shares of common are held by subsidiaries.

Funded Debt—
First mortgage 5½ per cent bonds, due 1949, outstanding $4,773,000.

Dividend Record—
Preferred—7 per cent per annum, cumulative, payable quarterly, Jan., April, July and Oct. 18. Paid regularly from 1919 to and including July 18, 1930; since passed.
Class "B" preferred—6 per cent per annum, cumulative, payable semi-annually, Jan. and July 1. Initial dividend of $3 paid Jan. 1, 1930; none since.
Common—None paid since 1923, when 2 per cent was paid on old stock.

Officers and Directors—
Officers—Charles W. Band, pres.; H. J. Symington, K.C., vice-pres.; D. Campbell MacLachlan, gen. mgr.; G. H. Hand, sec.
Directors—Charles W. Band, Major A. E. Nash, F.C.A., R. S. Waldie, J. L. Henderson, Arnold C. Matthews, Toronto, Ont.; H. J. Symington, K.C., E. R. Decary, K.C., Montreal, P.Q.; R. Cooper, Welland, Ont.; D. L. Cameron, Vancouver, B.C.

CONS. INCOME & SURPLUS ACCOUNT

	12 mos. ended July 31, 1931 $	16 mos. ended July 31, 1930 $
Earn. from oper.	624,487	$3,031,321
Income from invest...	117,084	162,770
Net earnings	741,571	†2,868,551
Less: Deprec.	262,444	343,297
Bond interest	275,699	316,009
Res. for bad debts:		
Trade accounts ..	....	326,860
Former officers ..	....	862,590
Extension exp. w/o	25,000	148,776
1923 bond exp. w/o	10,000	127,074
W/o mill stores & supplies	25,000	....
Net profit	143,428	†4,993,156
Less appropriations:		
7% pref. divds. ..	....	243,202
Class "B" pref. divds.	....	70,446
Surp. for year	143,428	‡5,306,804
Add: Prev. surplus .	103,886	5,410,690
Less: Adjustment ..	††138,917	....
Approp. for conting.	200,000	....
W/o goodwill	100,000	....
W/o leases & contr.	100,000	....
Com. shs. held by subsids.**	68,720	....
Add: Reduction in stated capital transf.	1,000,000	....
Bal. carried forward .	639,677	103,886

†Loss. ‡Deficit.
§Loss, including loss occasioned by unauthorized speculation.
††Charges prior to July 31, 1930.
**Reduction in book value of common shares held by subsidiaries.

Times Bond Interest Earned:

Before deprec.	2.69	...
After deprec.	1.74	...

Earn. per Share and Dividend Record:

7% Pref.: Earned ..	$4.90	...
Paid	...	8.75
Cl. "B" $6 Pref.:		
Earned	...	...
Paid	...	3.00
Common: Earend .	...	...
Paid	...	...

Market Record—(Calendar Year)—

	1931 H	1931 L	1930 H	1930 L	1929 H	1929 L
Com.	8	6	15	8	†35	24
Pref. "A".	40	10	106½	32	115	100

*To Oct. 13.
†New stock.

DOMINION BAKERIES

(Controlled by Maple Leaf Milling)

Capitalization—

	Authorized	Outstanding
1st pref.	$2,000,000	$725,000
2nd pref. ...... (Par $100).	250,000	210,000
Common ...... (No par value).	100,000 shs.	25,007 shs.

1st pref.—6½ per cent, cumulative, redeemable at 105.
2nd pref.—6½ per cent, cumulative from March 1, 1930, redeemable at par; convertible at the option of the holder into four common shares.
A majority of the second preferred and common stock is owned by the Maple Leaf Milling Co.

Funded Debt—
None.

Dividend Record—
First Preferred—6½ per cent per annum, cumulative from Sept. 1, 1928, payable quarterly Mar., June, Sept. and Dec. 1. Initial payment of $1 62½ per share was made on Dec. 1, 1928, which rate continued up to and including Sept. 1, 1930. The Dec. 1, 1930, payment was deferred and no further payments have been made.
Second Preferred—6 per cent per annum, cumulative from March 1, 1930. No dividends have been paid on this stock to date.
Common—None paid.

Officers and Directors—
Officers—George A. Mackey, pres. and gen. mgr.; C. W. Band, vice-pres.; G. A. Scrimger, sec.-treas.
Directors—George A. Mackey, C. W. Band, Everett Bristol, K.C., C. S. Band, A. F. Culver, R. S. Waldie, and Major A. E. Nash, all of Toronto.

INCOME AND SURPLUS ACCOUNT
Years Ended August 31

	1930 $	1929 $
Net operating profit .	31,842	90,378
Less: Depreciation ..	33,352	10,601
Prov. for inc. tax .	....	4,347
Res. for bad debts .	6,000	....
Net profit	*7,510	75,430
Less appropriations:		
First pref. divs. ...	47,125	37,375
Surplus for year ...	†54,635	38,055
Add: Prev. surplus .	38,055	....
Trans. from gen. res.	33,250	....
Less: Res. for redemption of 1st pref. stk. in respect of prior yr.	10,875	
Bal. carried forward .	5,795	38,055

*Loss. †Deficit.

Earn. per Share and Div. Record:

First pref.: Earned	...	$10.40
Paid	6.50	6.50
*2nd pref.: Earned	...	$18.12
None paid.		
†Common: Earned .	...	0.98
None paid.		

*Cumulative from March 1, 1930.
†Calculated as if dividends had been paid on second preferred stock.

LAKE OF THE WOODS

Company Suffers Sharply from Poor Milling Conditions

Adverse conditions in the milling industry have found sharp reflection in operations of Lake of the Woods Milling Co. in the past two years, and earnings in the year ended August 31, 1931, are understood to have been insufficient to cover fixed charges. The company, however, continues to pay its preferred dividend, though common disbursements were suspended in January, 1931.

While onerous competition in domestic and foreign markets has narrowed the margin of profit on sales, the company's expansion into the baking industry has added to its burden. While operations of its baking subsidiary in Eastern Canada have been satisfactory, the Western chain has been faced with serious difficulties since its formation in 1929, and Lake of the Woods has not been able to realize on its substantial investment in that connection.

Lake of the Woods has a long record of dividend payments in the past; until there is an improvement in general conditions, however, the immediate outlook cannot be considered encouraging.

LAKE OF WOODS

Capitalization—

	Authorized	Outstanding
Pref. 7% cum. (Par $100. Non-redeemable).	$1,500,000	$1,500,000
Common (No par value).	200,000 shs.	147,689 shs.

Funded Debt—
In April, 1931, bond issue of $6,000,000 was authorized, $4,000,000 of which to be issued immediately and held by company's bankers against loans outstanding, made in connection with acquisition of control of certain bakeries. None of the bonds will be offered to the public for at least two years.

Dividend Record—
Preferred—$7 per annum payable quarterly, Mar., June, Sept. and Dec. 1. Paid regularly since 1903.
Common—$3.20 per annum, payable quarterly, Mar., June, Sept. and Dec. 1. Dividends have been paid on common each year since 1904, until March, 1931, when passed; none paid since.

Officers and Directors—
Officers—F. S. Meighen, C.M.G., pres. and man. dir.; W. W. Hutchison, vice-pres.; N. J. Breen, gen. mgr., Winnipeg; M. H. Hutchison, sec.; T. F. McNally, treas.; A. C. McMillan, asst. treas.; C. H. G. Short, asst. gen. mgr., Montreal.
Directors—F. S. Meighen, C.M.G., T. Bienvenu, W. W. Hutchison, R. W. Reford, W. Molson, H. MacKay, K.C., Rt. Hon. Lord Shaughnessy, K.C., P. F. Sise, J. W. Pyke, Hon. R. Lemeiux, K.C., P.C., Montreal; N. J. Breen, I. Pitblado, K.C., G. W. Allan, K.C., Winnipeg; J. W. Hobbs, Toronto.

CONSOLIDATED INCOME & SURPLUS ACCOUNT
Years Ended August 31

	1930 $	1929 $
Net earn.†	188,412	906,941
Less: Deprec.	75,000	75,000
Net profit	113,412	831,941
Less appropriations:		
Pref. divds.	105,000	105,000
Com. divds.	471,570	467,532
Employees' pensions	......	50,000
Int. on new stk. paymts.	910	2,413
Surp. for year	*464,068	306,996
Add: Prev. surp. ...	1,000,518	793,522
Bal. car. for.	536,450	1,000,518

* Deficit.
† After deduction of all operating expenses, provision for doubtful accounts and income tax.

Earnings per Share and Div. Record—

Preferred:		
Earned	$7.56	$55.46
Paid	7.00	7.00
Common:		
Earned	$3.057	$4.91
Paid	3.20	3.20

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Com.	24	5	47	24	65½	43
Pref.	101	82	122	110	123½	115

* To October 13.

PAST PERIOD MOST TRYING FOR MILLERS

(Continued from page 11)

would mean additional business for mills in Canada.

The immediate outlook for the milling industry, therefore, is not bright. What the outcome will be is difficult to foresee. The most important point is that the present low rate of mill operations, together with unsatisfactory prices is finding reflection in the financial position of all companies to a certain degree. Some executives contend that the answer to the problem, in the home market at least, lies in the hands of the millers themselves; they feel that co-operative action among millers would accomplish much.

Proof of the effectiveness of this solution can only be obtained by definite action and this some of the millers are unwilling to take. Discussions with a view to co-ordinating milling operations have led to nothing and as long as the present state of affairs continues there is little profit on sales either in the domestic or export markets.

World Conditions Are Factor

This of course is a reflection, in part, of world conditions and affairs over which the millers themselves have no control. An improvement in general business should bring an improvement in Canadian milling operations, but in the meantime one of Canada's oldest and greatest industries is in the doldrums.

In the past the Canadian milling industry has made large profits for investors; the excellent name which has been built up around Canadian flour in foreign fields has also a national aspect which cannot be denied. There is, therefore, a strong need that every effort be made to preserve the status of the milling industry in Canada; though any appreciable improvement must, it seems, depend on a betterment in world markets.

INTER. MILLING CO.

Does International Manufacturing in Canada and United States

International Milling Co., which was incorporated in Delaware in March, 1923, conducts its Canadian business under the name of Robin Hood Mills, Ltd., which it owns. The company produces hard wheat flour, oatmeal, rolled oats, corn meal, corn flour, chick and poultry feeds and by-products which are sold under the trade name, "Robin Hood."

The company's mills have a combined daily capacity of 22,000 barrels of flour and 1,800 barrels of cereal, and the combined storage capacity of country and terminal elevators is 13,000,000 bushels.

The mills owned and operated are at Calgary, Alberta, Moose Jaw and Saskatoon, Sask., New Prague and Blue Earth, Minnesota, Davenport and Sioux City, Iowa, and at Buffalo, N.Y.

A warehouse, grain storage and transfer elevator with capacity of 4,800,000 bushels and a flour mill of 6,000 barrels daily capacity are also leased by the company from its subsidiary, Lake and Rail Warehouse and Elevator Corporation, Buffalo, N.Y., for a period of 26 years from December 1, 1926.

The company was originally incorporated in 1910 in Minnesota to acquire the Saskatchewan Flour Mills Co., Moose Jaw, Sask., and the New Prague Flour Mill Co., of Minnesota, incorporated in 1896 and its subsidiary company, the Blue Earth City Mill Co., the Wells Flour and Milling Co., the Western Flour Mill Company, Canadian Cereal and Milling Co., Calgary Milling Co., Mystic Mills at Sioux City and Lake and Rail Warehouse and Elevator Corp., were taken in later.

Capitalization—

	Authorized	Outstanding
1st pref.	$5,000,000	
7 Original series		$3,554,500
6% series "A"		967,500
2nd pref.	1,000,000	
Par $100.		
Common (n.p.v.)	150,000 shs.	100,000 shs.

Funded Debt—
None.

Dividend Record—
First Preferred—Original issue, 7 per cent. Series "A," 6 per cent, both cumulative, payable quarterly, Mar., June, Sept. and Dec. 1. 7 per cent has been paid regularly since incorporation. 6 per cent from June, 1929.
Common—Paid in December of each year. The dividend paid on Dec. 18, 1929, was $5.50 per share. In December, 1928, a dividend of $15 per share was declared.

Officers and Directors—
Officers—W. L. Harvey, pres.; F. A. Bean, Jr., vice-pres. and gen. mgr.; F. V. Spofford, sec.
Directors—F. A. Bean, Jr., W. L. Harvey, H. F. Marsh, J. R. Morris, F. V. Spofford, all of Minneapolis, Minn.; J. J. Kovarik, Buffalo, N.Y.; A. E. Ames, Toronto.

INTERNATIONAL MILLING CO. AND ITS SUBSIDIARY, ROBIN HOOD MILLS CONSOLIDATED INCOME AND SURPLUS ACCOUNT
Years Ended August 31

	1930 $	1929 $
Net profits *	1,463,694	1,564,720
Less appropriations:		
7% pref. divds.	233,692	216,925
6% pref. divds. ...	58,387	19,689
Com. divds.	536,250	712,500
Prem. on pref. stock returned ...	371	3,676
Surp. for year	634,994	611,930
Add: Prev. surp.	5,598,146	4,887,828
Sale of treas. stock	154,550	135,287
Prem. on pref. st. sold	......	19,000
Over-prov. for inc. tax in prior years	18,105	14,101
Less: Comm. on sale of stock	7,500	70,000
Bal. car. forward ..	6,398,295	5,598,146

* After provision for Federal and Dominion income taxes on profits.

Earnings Per Share and Dividend Record:

First preferred:		
Earned	* $32.37	*$38.07
Paid on 7% stock	7.00	7.00
Paid on 6% stock	6.00	3.00
Common:		
Earned†	11.72	13.28
Paid§	5.50	‡15.00

*Based on the total number of first preferred shares outstanding as at August 31.
†Earnings on the common stock are based on the 100,000 shares issued.
§Paid on common shares exclusive of treasury stock.
‡On old stock before split.

Market Record:

1st Pref.:	*1931	1930	1929
7% High	103	105	111
Low	92	95	102
6% High	80	92	...
Low	80	88	...

*To Oct. 8.

LAKE & RAIL WAREHOUSE & ELEVATOR

(Wholly-owned by International Milling Co.)

Capitalization—
Authorized and issued 20,000 common shares, no par value, all owned by International Milling Co.

Funded Debt—
6% first mortgage, sinking fund bonds, series "A," due 1951; outstanding $1,328,000. Series "B" 6%, outstanding $600,000.

Officers and Directors—
Officers—J. J. Kovarik, pres.; J. G. Webster, vice-pres.; W. A. Lansker, sec.-treas.
Directors—J. J. Kovarik, W. A. Lansker, Buffalo, N.Y.; J. G. Webster, New York, N.Y.

TARIFF, EXCHANGE TEND TO TURN FOOD IMPORTS

(Continued from page 11)

aica, is much interested at the present time in selling more grapefruit so that something may yet arise from it.

To indicate the changing trade route for the last two fruits, the following tables are given:

Bananas Imports

Country:	1929	1930
United States, stems .	1,428,000	778,000
Jamaica, stems	2,509,000	3,150,000

Grapefruit

United States, lbs. ...	24,000,000	22,500,000
Jamaica, lbs.	716,000	1,813,000

Import Luxury Foods

Canada looks after most of its food and manufacturing of food requirements in the baking line. However, sweet biscuits from Great Britain, England, Ireland and Scotland, including the most expensive lines up to about $1 a pound, are among the imports. A number of meat sauces are brought in from England and considerable high class confectionery and jams, while considerable imports come from the United States of early strawberries, peaches, pears and vegetables. Grapes, cranberries, apricots, melons, are also imported as well as dried fruits generally such as grapes, plums, peaches and apricots.

Spices have increased somewhat in price as Canadians buy a great deal from New York.

Nut prices are all tending higher on account of the exchange situation, but shelled walnuts will be lower when the new crop comes in from France. These have been very high on account of the shortage in the French crop last year. With November shipments prices may be lower than they have been.

Coffee and chicory had an increase from 30,272,274 pounds worth $5,706,336 to 33,965,915 pounds worth $4,553,762.

After the tariff was raised imports of malt had a very large drop from 21,883,454 pounds worth $553,834 to 5,166,905 pounds worth $133,075. Practically all of this drop was in imports from the United States.

LAWRENCE FLOUR

Company Does Well in Face of Poor Conditions

St. Lawrence Flour Mills Co. has done well in the past few years and despite difficulties encountered by its larger contemporaries, it has managed to maintain earnings at a satisfactory level.

Capitalization—

	Authorized	Outstanding
Pref. 7% cum. ($100 par).	$600,000	$575,000
Com. ($100 par)	1,200,000	1,200,000

Preferred is non-callable; has equal voting rights with common.

Funded Debt—
6 per cent first mortgage sinking fund bonds, due 1941. Outstanding $80,000. As at Aug. 30, 1931, there was accrued interest on the bonds amounting to $800.

Dividends—
Preferred—7 per cent per annum, cumulative, payable quarterly Feb., May, Aug. and Nov. 1. Paid regularly since 1914.
Common—None paid since 1925, when 2½ per cent was paid. 5½ per cent paid 1918. 6 per cent 1919 to 1924. Bonuses paid in addition 1918 to 1922.

Officers and Directors—
Officers — D. A. Campbell, pres.; T. Williamson, vice-pres. and mang. dir.; D. M. Wilson, sec.; D. S. Thornton, treas.
Directors—C. E. Gravel, T. Williamson, J. Henri Labelle, J. J. McGill, C. H. Branchaud, Montreal; D. A. Campbell, Toronto.

INCOME AND SURPLUS ACCOUNT
Years Ended August 31

	1931 $	1930 $
Net earnings	90,266	105,017
Less: Depreciation ..	13,000	13,000
Bond interest	4,823	4,860
Inc. tax, prior year	6,656	9,633
Net profit	65,787	77,524
Less appropriations:		
Pref. divds.	40,250	40,250
Surp. for year	25,537	37,274
Add: Prev. surp. ...	344,309	307,035
Bal. car. forward ...	369,846	344,309

Times Bond Interest Earned:

Before depreciation	18.71	21.61
After depreciation	16.01	18.98

Earnings per Share and Div. Record:

Pref.: Earned	$11.27	$13.48
Paid	7.00	7.00
Common: Earned ..	2.12	3.11
None paid.		

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Com.	20	16	38	16	50	28
Pref.	85	82	87	84¼	95	85

* To October 13.

Mixed Farming Urge Given by Low Prices

The lure of wheat at high prices caused many farmers far from large centres to neglect their dairy herds, to go out of hogs to a large extent, to drop the horse for the tractor and to seek leisure and pleasure in the winter.

Wheat at low prices has been leading more farmers to milk again in order to make butter, to put breeders in the hog pens, to work the horse again on farms too small for economical use of tractors and in general to work nearer to the ideal of having crops walk off the farm on four legs. Over-production of food animals may result, but one sure market on the farm itself is certain. The farmer's wife again bakes the bread, the farm once more provides the meat and eggs, butter and vegetables, and there is more work for the winter months.

CATELLI MACARONI

Operations Are Curtailed in Several Plants

Catelli Macaroni Products Corp. was formed in 1928 to acquire a number of companies manufacturing macaroni and allied products as well as fancy pastes. In 1930, egg noodles, canned spaghetti and canned beans were added. Eight plants are owned but these are not all in operation. The Vancouver plant was started in 1929. Operations in the year ended November 30, 1930, resulted in a loss and preferred dividends were passed in December of that year.

Capitalization—

	Authorized	Outstanding
Class "A" pref. (Par $30).	$1,800,000	$1,800,000
Class "B" cum. (No par value).	*125,000 shs.	30,000 shs.

* 90,000 shares of class "B" common reserved for conversion of class "A" preference shares and 5,000 reserved for employees.

Funded Debt—
None.

Dividend Record—
Class "A" preference $2 per annum, cumulative from Sept., 1928, and payable quarterly, March, June, Sept and Dec. 1. Initial dividend 50c per share paid Dec. 1, 1928, and regularly thereafter, up to and including Sept. 1, 1930; none since.
Class "B" common. None paid.

Officers and Directors—
Officers—Aimé Geoffrion, K.C., pres.; A. Bienvenu, vice-pres.; Paul Bienvenu, man. dir.; Pierce Murphy, sec.
Directors — Aimé Geoffrion, K.C., A. Bienvenu, R. R. Dobell, W. W. Hutchinson, Alphonse Raymond, Paul Bienvenu, Montreal, Que.; Hon. N. Pérodeau, Quebec, Que.; Jas. M. Bruzek, Moose Jaw, Sask.; I. Rader, Lethbridge, Alta.

INCOME AND SURPLUS ACCOUNT

	Year ended Nov. 30 1930 $	Fifteen months ended Nov. 30 1929 $
Net earnings	88,079	[illegible]
Less:		
Depreciation	90,000	113,536
Tax approps., etc. ..	....	
Res. for bad debts ..	6,589	......
Res. for flour commitments	7,165	......
Net profit	*15,675	167,742
Less appropriations:		
Class "A" divds. ..	90,000	150,000
Surp. for year	†105,675	37,742
Add: Prev. surp.	37,742	......
Less: Adjust.	2,722	......
Bal. car. forward ...	†70,655	37,742

* Loss. † Deficit.

Earnings per Share and Div. Record:

Class "A": Earned	...	$2.11
Earned ‡	...	2.10
Paid *	$1.50	2.50
Class "B": Earned ‡	...	1.13
None paid.		

* Being at the rate of $2.00 per share per annum. † Before taking participation features into account. ‡ After taking participation features into account.

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Cl. "A"	12	12	27	12	30	25
Cl "B"	5	5	10	9	17½	10

* To October 6.

NEWFOUNDLAND FISHING INDUSTRY

THE foundation of Newfoundland's position as one of the foremost fish producing countries in the world was laid as early as 1502. Today the chief industry is still the fisheries.

$12,000,000 is the value of the annual average export of 1,500,000 quintals (quintal — 112 lbs.) of codfish alone.

Besides the cod, Newfoundland produces herring, salmon, haddock, caplin, halibut, smelts, squid, turbot and trout in addition to seals and whales.

The products of this industry are exported to Italy, Spain, Portugal, Brazil, the West Indies, United States, Canada and Great Britain.

Systematic scientific research is rapidly improving methods of storage, refrigeration and canning of fish and the production of cod liver oil. The problem of conservation is also being studied.

SPORTING PARADISE

WHEN it is realized that almost one-third of the surface area of the island domain is fresh water—lakes, rivers, ponds and streams—and that in most of these bodies of water salmon or trout abound, it can well be understood what a golden opportunity beckons the sportsman. There are no restrictions and the season extends from January 15th to September 15th in each year.

Bird shooting also attracts many to Newfoundland. Partridge—ptarmigan or willow grouse—is the chief lure of the gun, though wild duck, wild geese, snipe, curlew and many varieties of sea birds are found in abundance. This season runs from September 20th to January 1st. There is no limit as to the bag.

For further information apply

Government Offices, St. John's, Newfoundland

Baking Companies

CANADA BREAD

Reduced Expenses Without Sacrificing Efficiency; Current Volume Satisfactory

In face of continued adverse conditions confronting the bread industry, Canada Bread Co., which is controlled by Maple Leaf Milling Co., reports that in the fiscal year ended June 30, it retained a fair share of volume. Prices remained low, but during the last half of the fiscal year, profits were on an ascending scale and a much improved result was achieved over that shown in earlier months when flour prices were high and the demand for cheaper bread most insistent.

Operating costs during the year were reduced about 15 per cent from those incurred in the previous year and the management is still retrenching in ways where there is no intereference with efficiency.

Canada Bread Co. owns 22 bread and cake-making plants in Canada since it was consolidated in 1911 to acquire the plants and business of the Bredin Bread Co., of Toronto, George Weston (Model Bakery), of Toronto, H. C. Tomlin (Toronto Bakery), Stuart's, Ltd., Montreal, and W. J. Boyd, of Winnipeg. Most of these were old companies at the time of consolidation. Since that time other companies have been acquired and Canada Bread now operates 11 plants and two distributing depots. The plants are at Montreal, London, Windsor, Brantford, Galt, Hamilton, Ottawa, Winnipeg and there are three in Toronto, while the distributing depots are at Oshawa and Westmount.

No dividends are being paid on the common stock at present. In 1930 75 cents a share was paid and in 1931 52½ cents per share. It was reduced to 50 cents a share from 75 cents on March 2, 1931, but the dividend due September 1, 1931 was omitted.

Capitalization—	Authorized	Outstanding
Common (n.p.v.)	200,000 sh.	200,000 sh.
1st pref. 7%	$1,250,000	$1,250,000
($100 par, non-cum., redeem. at 125).		
"B" pref. 7%	2,500,000	2,500,000
($100 par, non-cum., redeem. at 110).		

Funded Debt—
6 per cent first mortgage sinking fund bonds, due 1941, outstanding $987,300.

Dividend Record—
1st Preference—7 per cent per annum, non-cumulative, payable quarterly 1st Jan., Apr., July and Oct.

2nd Preference (class "B")—7 per cent per annum, non-cumulative, payable quarterly, Jan., Apr., July and Oct. 1. Declaration of dividend due Oct. 1, 1931, deferred for one month.

Common—None at present. Formerly 50 cents per share per annum, payable half yearly, March and Sept. 1. Reduced from 75 cents per annum with payment on March 2, 1931. Dividend due Sept. 1, 1931, omitted. Initial dividend of 37½ cents on new stock was declared payable Sept. 1, 1929.

Officers and Directors—
Officers — H. F. Gooderham, K.C., pres.; J. H. McConnell, M.D., 1st vice-pres.; C. W. Band, 2nd vice-pres.; V. Loftus, gen. mgr.; W. S. Antliff, sec.

Directors—H. F. Gooderham, K.C., J. H. McConnell, M.D., C. W. Band, A. E. Nash, E. D. Gooderham, T. P. Loblaw, all of Toronto; H. J. Symington, K.C., Montreal.

INCOME AND SURPLUS ACCOUNT
Years Ended June 30

	1931	1930
	$	$
Net earnings*	467,956	701,922
Add: Invest. int.	21,193	15,491
	489,149	717,413
Less: Deprec. reserve	219,974	239,786
Income tax	20,000	40,622
Loss on sale of invest.	......	7,679
Bad debts reserve	44,000	......
Net profit	205,175	429,326
Less appropriations:		
1st pref. divds.	87,500	87,500
"B" pref. divds.	175,000	175,000
Com. divds.	125,000	150,000
Surplus for year	**182,325	16,825
Add: Prev. surplus	2,004,075	1,987,249
Bal. carried for'd.	1,821,750	2,004,075

**Deficit.
*Less bond interest.

Earnings per Share and Dividend Record:		
First pref.: Earned	$16.41	$34.35
Paid	7.00	7.00
"B" pref.: Earned*	4.71	13.67
Earned†	....	....
Paid	7.00	7.00
Common: Earned*	....	‡0.83
Earned†	....	....
Paid	0.62½	‡0.75

Note:—Class "B" preference shares and common shares participate equally, class for class, in any further distribution or dividends after each of these classes of stock has received dividends amounting to 7 per cent per annum in any one year on the "B" preference and 87½c. on the common.

*Equity behind payments up to $7 per share on "B" preference and old common and 87½c. on new common.
†Maximum distribution per share under participating feature.
‡On new common after 8 for 1 split.

Market Record—

	*1931 H	L	1930 H	L	1929 H	L
1st pfd.	100	87	120	99½	122	110
"B" pfd.	80	55	106	77	109	95
Common	7⅛	3⅛	19½	7	28⅞	18

*To Oct. 7.

CONNORS BROS.

Export Sardine Business Feels Adverse Effects of Exchange

Connors Bros. Ltd. operates the largest sardine-packing plant in the world, and carries on an export business with over 100 foreign countries. Business conditions and fluctuations in exchange have affected export sales to some extent this year, though Canadian sales have been maintained.

The company has kept its foreign connections intact, so that when the exchange situation rights itself, it is expected that export business will be resumed on its former basis. The company is conservatively capitalized and funded debt is being steadily reduced. Dividends on the common stock have been steadily increased.

Capitalization—	Authorized	Outstanding
Pref. ($100 par)	$250,000	$250,000
Com. (n.p.v.)	5,000 shs.	4,000 shs.

Funded Debt—
6½% first mortgage sinking fund coupon bonds, dated Nov., 1923, due 1938, $250,000 originally outstanding, $10,000 being redeemed each year. Outstanding Dec. 31, 1930, $150,000.

Officers and Directors—
Officers—A. N. McLean, pres.; L. V. Lingley, vice-pres.; Allan M. A. McLean, treas.; J. M. Scovil, sec.

Directors—A. N. McLean, L. V. Lingley, J. M. Scovil, Hon. B. M. Hill, Saint John, N.B.; C. H. Easson, Toronto; Allan M. A. McLean, Black's Harbour, N.B.

Dividend Record—
Preferred—7% per annum, payable quarterly.

Common—$4 per share, payable quarterly with additional bonus as business warrants.

Total dividends amounted to $5 per share in 1927, $6 per share in 1928, $7 per share in 1929 and $8 per share in 1930.

Earnings—The company reports that bond interest and preferred dividends were earned with ample margin in 1930, and $8 per share was paid on the common stock.

CONSOL. BAKERIES

Adverse Conditions in Industry But Company Pays $1 on Common

Consolidated Bakeries of Canada, which is controlled through management shares by Ogilvie Flour Mills Co., operates through its subsidiaries a group of 13 bakeries in Ontario and Quebec. In the last two years the company has been striving to make way against the adverse conditions met by the baking industry as a whole. On June 17, 1930, the common dividend dropped from $2 a share annually to $1 a share. It is understood that in part of 1931 at least this company like others has been getting flour at lower prices.

Consolidated Bakeries operates at Toronto, Ideal Bread Co. and Nasmith's; at Montreal James Strachan and James M. Aird; at Westmount J. Harrison and Son; at Peterborough Stocks Bread; at St. Thomas, Norris Brothers, Neal Baking Company; at Windsor, London and Sarnia, Neal Baking Company; at Hamilton the Ideal Bread Company; at Chatham The Palmer Baking Co., this unit having been purchased in October, 1930.

Northern Bakeries of Canada which is controlled by Consolidated Bakeries of Canada was incorporated in 1927 and owns the entire capital stock of Northern Bakeries. The latter company was incorporated March 11, 1925, and controls the business of James Strachan, Montreal, established 1865, James M. Aird, Montreal, established 1877, J. Harrison and Son, established 1894, Neal Baking established 1894 and Neal Bread Co., established 1908. It operates nine bakeries in centres serving about 3,000,000 people.

Capitalization—	Authorized	Outstanding
Mgmt. pref. *	3 shares	3 shares
(No par value).		
Common	499,997 shs.	318,440 shs.
(No par value).		

* Management shares, the holders having the right to elect the boards of directors.

Funded Debt—
None.

Dividend Record—
Present rate $1 per share per annum, payable quarterly, Jan., Apr., July and Oct. 1. Initial dividend of 50c. paid Apr. 2, 1929, and paid regularly to Apr. 1, 1930; reduced to 25c. July 1, 1930.

Officers and Directors—
Officers—John Turnbull, pres.; Robert McMullen, vice-pres. and gen. mgr.; James Calder, gen. supt.; H. O. Neale, sec.-treas.

Directors—W. A. Black, chairman of the board; R. R. Dobell, Sir Herbert Holt, G. A. Morris, J. W. McConnell, Montreal; J. F. Lash, F. K. Morrow, F. G. Osler, John Turnbull, Toronto.

CONSOLIDATED INCOME AND SURPLUS ACCOUNT, YEARS ENDED

	Dec. 27, 1930	Dec. 28, 1929
	$	$
Net earnings	531,435	......
Less: Deprec.	256,166	......
Net profit	275,269	*692,625
Less appropriations:		
Divds. paid	398,066	636,404
Surp. for year	†122,797	56,221
Add: Prev. surp.	272,376	566,155
Portion of inc. tax res. nor required	1,868	......
Less: Trans. to invest. and conting. res.	......	350,000
Bal. car. forward	155,447	272,376

* After depreciation and income tax.
† Deficit.

Earnings per Share and Div. Record:‡		
Earned	$0.86	$2.17
Paid	1.25	2.00

‡ Based on 318,450 ordinary shares, which number will be outstanding upon complete exchange of shares with Northern Bakeries of Canada, Limited.

Market Record—

	*1931 H	L	1930 H	L	1929 H	L
Com.	12⅞	7½	26	6	43½	18

* To October 7.

NORTHERN BAKERIES
(Controlled by Consolidated Bakeries)

Capitalization—	Authorized	Outstanding
Com. (n.p.v.)	300,000 shs.	250,000 shs.

As at Dec. 27, 1930, only 10 shares had not been exchanged for shares in Consolidated Bakeries.

Funded Debt—
None.

Officers and Directors—
Officers—John Turnbull, pres.; Robert McMullen, vice-pres. and gen. mgr.; James Calder, gen. supt.; H. O. Neale, sec.-treas.

Directors—W. A. Black, chm. of board; R. R. Dobell, Sir Herbert Holt, K.B., G. A. Morris, J. W. McConnell, Montreal; J. F. Lash, F. K. Morrow, F. G. Osler, John Turnbull, Toronto.

CAN. BAKERIES

Reorganized Directorate and Cut Pref. Dividends to Conserve Cash

Canadian Bakeries, which is controlled by Maple Leaf Milling Co., encountered in the year ending August 31, 1931, not only the extremely keen competitive conditions which the bakery industry generally had to meet, but had as well to make up for a considerable depletion of liquid assets occasioned in the preceding year by unauthorized speculation in grain by some former officers.

The year began with a reorganization of the directorate to some extent, but the company also found it advisable to cut the annual rate on the first preferred stock from $7 to $4 per annum by declaring a quarterly dividend of $1 payable June 15, 1931. This was because the first preferred dividend was only partly earned. The company's surplus dropped during the year from $74,422 to $821.

The company's bakeries are located at Vancouver, Victoria, New Westminster, Edmonton, Lethbridge, Calgary, Moose Jaw, Regina, Saskatoon, Swift Current and Prince Albert. It can make 1,500,000 loaves of bread weekly when at capacity, but actual production has been somewhere around 50 per cent of capacity in the last year.

Capitalization—	Authorized	Outstanding
Com. "A" (n.p.v.)	20,000 shs.	20,000 shs.
*Com. "B" (n.p.v.)	20,000 shs.	
1st pref. 7% cum.	$1,000,000	$930,000
($100 par, redeemable at 110).		
2nd pref. 7% cum.	1,000,000	1,000,000

($100 par, redeemable at 110, when 1st preferred are all redeemed; convertible into two class "B" common shares).
*Held in treasury for conversion of class "B" preferred.

Funded Debt—
6½ per cent frst mortgage sinking fund bonds, due 1945, outstanding $710,800.

Dividend Record—
1st Preferred—Entitled to 7 per cent per annum, cumulative, payable quarterly, Mar., June, Sept. and Dec. 15. Present rate 4 per cent per annum. Initial payment of $1.75 paid Dec. 15, 1925, and regularly up to and including March 15, 1931. June 15, 1931, payment reduced to $1.00 at which rate payments have been made regularly since.

2nd Preferred—Entitled to 7 per cent per annum, cumulative, payable quarterly same as 1st preferred. Initial payment of $1.75 paid Dec. 15, 1925, and regularly up to and including Sept. 15, 1930. None since.

Classes "A" and "B"—None paid.

Officers and Directors—
Officers—Charles W. Band, pres.; R. W. Ward, vice-pres. and gen. mgr.; D. A. Ross, C.A., sec.-treas.

Directors — Charles W. Band, F. J. Coombs, Major A. E. Nash, F.C.A., R. S. Waldie, Toronto, Ont.; John Burns, R. W. Ward, Calgary, Alta.; D. L. Cameron, W. Blake Wilson, Vancouver, B.C.; H. M. E. Evans, Edmonton, Alta.

COMPARATIVE INCOME AND SURPLUS ACCOUNT
Years Ended August 31

	1931	1930
	$	$
Net earnings	116,524	192,934
Less: Depreciation	101,231	161,144
Bond interest	48,002	48,880
Income taxes	....	10,500
Bond sinking fund	....	14,157
1st pref. sink. fd.	....	10,000
Add: Profit on redemp. of 1st pref. shs.	8,843	....
Profit on redemption of bonds	2,316	....
Net profit	†21,550	†51,747
Less appropriations:		
1st pref. divds.	52,050	67,025
2nd pref. divds.	....	70,000
Surplus for year	*73,600	*188,772
Add: Prev. surplus	74,422	234,784
Trans. from deprec. reserve	....	35,910
Less: Fees and bonuses (1929)	....	7,500
Bal. carried forward	822	74,422

†Loss. *Deficit.

Times Bond Interest Earned:		
Before deprec.	2.43	3.95
After deprec.	0.32	0.65
Earn. per Share and Dividend Record:		
1st pref.: Earned	Nil	Nil
Paid	$5.50	$7.00
2nd pref.: Earned	Nil	Nil
Paid	Nil	7.00
Class "A" com.:		
Earned	Nil	Nil
None paid.		

Market Record—

	*1931 H	L	1930 H	L	1929 H	L
1st pref.	35	31	99	72	102	90
Cl. "A" c.	16	9¾	39	11	50	32

*To October 13.

Why Canada Seeks New Trade Channels

Progressively for ten years the United States has increased tariff protection for its farmers against Canadian products particularly. Duties are in every case much higher now than ten years ago and even than two years ago on wheat, cattle, poultry, sheep, cream, fresh milk, eggs and wool.

Canada, for instance, sent 44,240 cattle into the United States in the two summer months of 1920, 57,215 cattle in the same period of 1929 and only 7,501 in July and August of 1931. That represents the movement in all the other products mentioned, butter, cream and fresh milk particularly.

Wheat, however, is admitted free into the United States when used for milling in bond.

CANADA BISCUIT

Has 7 Manufacturing Subsidiaries in Canada; Closed Some Plants

Canada Biscuit Co., which was incorporated as a holding company under Dominion laws in 1926, has seven companies engaged in the manufacture in Canada, and distribution in Canada and Newfoundland, of plain and fancy biscuits, confectionery, ice cream cones and allied products. A statement of its financial position has not been made since 1925 when important financing occurred. Sales were reported in increased volume for 1930 but the company has closed some of its Western plants in 1931 in order to get operations as economical as possible.

Plants are in London, Montreal, Moncton, Winnipeg and Edmonton, and warehouses are maintained in Halifax, Saint John, Moncton, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Saskatoon, Edmonton and Calgary.

The established companies in the merger are as follows:

McCormick Manufacturing Co., London, Ont., established 1858.

Paulin-Chambers Co., Winnipeg, Man.

J. A. Marven, Ltd., Moncton, N.B.

Montreal Biscuit Co.

North West Mill and Feed Co., Edmonton, Alta.

North West Biscuit Co., Edmonton, Alta.

D. S. Perrin and Co., London, Ont.

Capitalization—	Authorized	Outstanding
Common	100,000 sh.	90,780 sh.
(No par value).		
Preferred 7%	$5,000,000	$3,519,000
(Cumulative, par $100).		

Nearly all the capital stock is held by the former proprietors.

Funded Debt—
First mortgage 6½ per cent sinking fund gold bonds series "A" dated May 1, 1926; due May 1, 1946. Outstanding $1,888,000.

Dividend Record—
Preferred—Seven per cent cumulative, payable quarterly, Jan., April July and Oct. None paid.

Common—None paid.

Officers and Directors—
Officers—Frank A. McCormick, pres.; R. G. Ivey, vice-pres.; H. V. Hansen, gen. mgr.; D. C. McNaughton, sec.-treas.; F. Lawson, asst. sec.-treas.

Directors—Frank A. McCormick and D. C. McNaughton, London, Ont.; R. D. Bell, Montreal; R. G. Ivey, London, Ont.; C. P. Fell, Toronto.

National Biscuit & Confection

National Biscuit & Confection Co. undertook financing in October, 1930, to provide extensions to plant and equipment which became necessary with the increase in business in Western Canada and in the export market. The company has been in business in Vancouver since 1910 and manufactures biscuits and confections.

Capitalization—	Authorized	Outstanding
Preferred	$75,000	$58,900
Common	25,000	25,000
(Par $100).		

Funded Debt—
1st mtge. 6½% bonds, due 1950, issued $160,000.

Officers and Directors—
L. H. Nicholson, pres. and man. dir.; G. W. Morrow, vice-pres. and sales mgr.; Arnold Shiell, sec.-treas.; H. S. Wilders, supt.; E. B. McDermid, A. R. Fanning, T. G. Beattie.

Independent Biscuit

Independent Biscuit Co., organized in 1927, with plant at Calgary, has been acquired by George Weston Ltd., during the current year and now operates under the name of Weston Independent Co. Preferred stock, of which $125,000 was outstanding, was exchanged for preferred stock of George Weston Ltd. on the basis of 10 shares of Independent Biscuit for 3½ shares of Weston stock and a bonus of 10 shares of common.

NATIONAL BISCUIT

Large Concern Expands in Important Way in Canada

National Biscuit Co., which was incorporated in New Jersey in 1898, now produces bread, cake and about 500 varieties of biscuits in 65 manufacturing plants in about 50 cities and towns of the United States and about 250 selling branches. It is represented in Canada by Christie, Brown & Co., a company which dates back 80 years in Canada's history. Control was secured by National Biscuit in 1928.

It also controls The Shredded Wheat Co., whose Canadian plants are at Niagara Falls, Ont., under The Canadian Shredded Wheat Co. In 1927 the company purchased the Telfer bakery at Toronto and organized its subsidiary, The National Bread Co. National Biscuit Co. (Canada), Ltd., controls the various Canadian plants through the subsidiaries mentioned:

Land has been purchased in Winnipeg on which a branch factory of Christie, Brown & Co. has been erected.

Capitalization—	Authorized	Outstanding
Pref. 7% cum.	$25,000,000	$24,804,500
(Par $100).		
Common	120,000,000	62,067,870
(Par $10).		

Funded Debt—
Neither the company nor any of its subsidiaries have any funded indebtedness, except $394,000 taken over in connection with the acquisition of Pacific Coast Biscuit Co.

Dividend Record—
Preferred—7% per annum, payable quarterly Feb. 28, May 30, Aug. 31, and Nov. 30. Initial dividend paid May 30, 1898, and regularly since.

Common—Present rate $2.80 per share per annum, payable quarterly Jan., Apr., July and Oct. 15. Extra dividends have been paid annually since 1924. Initial dividend of 1% paid in 1899.

Officers and Directors—
Officers—R. E. Tomlinson, chm.; F. Beers, pres.; E. Y. Crossmore, F. K. Montgomery, A. G. Bixler, J. G. Zeller, W. W. Graves, E. Mackay, C. F. Bliss, C. E. Dunlap, vice-pres's.; F. E. Bugbee, sec.; G. H. Coppers, asst. sec.; H. C. Taylor, treas.; F. F. Brodesser, asst. treas.; A. W. Katsen, controller.

Directors—R. E. Tomlinson, F. Beers, New York; F. C. Lowery, Montclair, N.J.; A. G. Bixler, E. S. Moore, J. N. Conyngham, Paul Moore, New York; F. D'Olier, Newark, N.J.; J. E. Reynolds, New York; R. A. Fairbairn, Westfield, N.J.; W. D. Vanderpool, Newark, N.J.; H. M. Hanna, Cleveland, F. S. Wheeler, E. F. Low, J. G. Zeller, New York.

CONS. INCOME & SURPLUS ACCOUNT
Years Ended Dec. 31

	1930	1929
	$	$
Earnings for year	28,741,947	26,735,017
Less: Depreciation	2,740,826	2,602,278
Res. for taxes	3,121,223	2,709,167
Net profit	22,879,898	21,423,572
Less appropriations:		
Pref. divds.	1,736,315	1,736,315
Com. divds.	20,383,941	17,983,098
Divds. paid by subs.	......	1,215
Earned surp. for year	759,642	1,702,944
Add: Prev. earn. surp.	24,503,177	22,800,233
Earn. surp. carr. for'd.	25,262,819	24,503,177
Earnings per Share and Dividend Record—		
Preferred: Earned	$92.24	$86.37
Paid	7.00	7.00
Common (old):		
Earned	....	8.21
Paid—Dividend	....	6.00
Extra	....	1.50
Common (new):		
Earned	3.41	....
Paid—Dividend	2.80	....
Extra	0.50	....

Christie, Brown & Co.
(Controlled by National Biscuit)

Capitalization—
(At date of acquisition by National Biscuit Co.)

	Authorized	Outstanding
Common (n.p.v.)	150,000 sh.	126,000 sh.

In July, 1928, all the stock was acquired by the National Biscuit Co., shareholders receiving one new share for each two shares held.

Approximately 2,442 shares of the common stock of the company were in the hands of the public as at Dec. 31, 1930.

Funded Debt—
None.

Officers and Directors—
Officers—A. G. Bixler, chm. of board; C. E. Edmonds, pres. and treas.; E. L. Bliss, J. F. Lash, R. Smith, vice-presidents; C. E. Dunlap, sec.; L. I. Stormer, asst. sec. and asst. treas.

Directors—J. F. Lash, F. S. Wheeler, R. C. Matthews, R. E. Tomlinson, C. E. Edmonds, R. Smith, F. K. Morrow, A. G. Bixler, R. A. Fairbairn, E. L. Bliss, E. S. Moore, Paul Moore.

Shredded Wheat
(Controlled by National Biscuit)

Capitalization—	Authorized	Outstanding
Common	400,000 sh.	400,000 sh.
(No par value).		

Exchanged Dec., 1928, for stock of National Biscuit Co. on the basis of two shares Shredded Wheat for one share National Biscuit Co. As at Dec. 31, 1930, approximately 128 shares were still in the hands of the public.

Funded Debt—
None.

Officers and Directors—
Officers—A. J. Porter, chm. of board; A. G. Bixler, pres.; E. Y. Crossmore, vice-pres.; C. E. Dunlap, sec. and treas.; W. J. Morrissey, asst. treas.; E. A. Bonci, asst. sec.

Directors—R. E. Tomlinson, A. J. Porter, A. G. Bixler, R. A. Fairbairn, P. Moore, E. S. Moore, F. S. Wheeler, R. E. Gasser, E. Y. Crossmore.

INTER-CITY BAKING

Earnings Show Increase Despite Difficult Conditions

Inter-City Baking Co., subsidiary of Lake of the Woods Milling Co., has managed to make progress despite difficult conditions in the baking field in the past few years. The company owns five subsidiaries operating in Toronto, Montreal, Ottawa and Hamilton.

Earnings in the last fiscal year showed improvement and the company is maintaining dividends at the rate of four per cent on its common stock.

(Controlled by Lake of the Woods Milling)

Capitalization—	Authorized	Outstanding
Common	$4,000,000	*$2,129,506
Par $100.		

* As at Jan. 31, 1931, $15,000 was unpaid on outstanding shares.

Funded Debt—
First mortgage, series "A," 5½ per cent, due 1948; outstanding $1,600,000.

Dividend Record—
Present rate 4 per cent per annum, payable semi-annually. Initial dividend of 4 per cent paid Mar. 11, 1929; similar amount Mar. 2, 1930; 2 per cent Aug. 25, 1930, Mar. 31, 1931, and Aug. 27, 1931.

Officers—Frank S. Meighen, C.M.G., pres.; G. C. Morrison, vice-pres. and gen. mgr.; R. Lamothe, vice-pres.; A. E. Adams, sec.-treas.

Directors—Frank S. Meighen, C.M.G., G. C. Morrison, R. Lamothe, L. M. Strachan, M. H. Hutchison, Montreal; P.Q.; R. G. Cowan, J. E. Anderson, Toronto, Ont.

CONSOLIDATED INCOME AND SURPLUS ACCOUNT
Years Ended January 31

	1931	1930
	$	$
Net earnings*	316,254	287,575
Less: Deprec.	100,000	100,000
Bond and other int.	88,000	88,000
Net profit	128,254	99,575
Less appropriations:		
Dividends	85,180	85,180
Surp. for year	43,074	14,395
Add: Prev. surp.	79,355	64,960
Bal. car. forward	122,429	79,365
Times Interest Earned:		
Before deprec.	3.59	3.27
After deprec.	2.46	2.18

* After deducting all expenses of operation, and providing for doubtful debts and income tax.

Earnings per Share and Div. Record:		
Common: Earned	†$6.02	†$4.68
Paid	4.00	4.00

† Based on the 21,295 shares subscribed.

INTER CITY WEST.

Prairie Province Sales Hamper Bakery's Progress

Inter-City Western Bakeries, controlled by Lake of the Woods Milling Co., was formed in 1930 to consolidate a chain of bakeries in Western Canada. This chain comprised nine bakery companies serving principal centres in the Prairie provinces and British Columbia.

Due to conditions in Western Canada the volume of sales in 1930 were sharply reduced while price-cutting among the smaller bakers made it difficult for the company to compete profitably.

Comparative stabilization of wheat and flour prices during the current year should work in favor of the company, though conditions in the Prairie provinces still militate against satisfactory sales.

INTER CITY WESTERN BAKERIES
(Controlled by Lake of the Woods Milling)

Capitalization—	Authorized	Outstanding
Pref. 6% cum.	$390,000	$390,000
Par $100.		
Common	200,000 shs.	130,000 shs.
(No par value).		

Over 88 per cent of the common shares are owned by Lake of the Woods Milling Co.

Funded Debt—
First mortgage series "A" 6½ per cent bonds, due 1950, issued $1,500,000.

Dividend Record—
Preferred 6 per cent per annum, cumulative from May 1, 1930, payable half yearly May and Nov. 1. None paid to date.

Common—None paid.

Officers and Directors—
Officers—G. C. Morrison, pres. and man. dir.; J. M. Speirs, vice-pres. and gen. mgr.; W. Ross Grant, sec.-treas.

Directors—G. C. Morrison, Brig.-Gen. F. S. Meighen, C.M.G., W. W. Hutchison, Montreal; J. M. Speirs, N. J. Breen and Isaac Pitblado, M.A., LL.D., K.C., Winnipeg; H. B. Addems, Regina; T. Cameron, Calgary; W. Rennie, Victoria; N. Addems, Saskatoon; S. C. Wise, Moose Jaw; A. C. Cowan, Vancouver.

INCOME AND SURPLUS ACCOUNT
Year Ended January 31, 1931

	$
Operating profit	141,782
Less: Head office expense	18,001
Reserve for bad debts	18,482
Net earnings	105,299
Less: Bond interest	73,125
Other interest	36,508
Depreciation	50,000
Deficit for year	54,334
Times Bond Interest Earned:	
Before depreciation	1.44
After depreciation	.76
Earnings per Share and Div. Record:	
Preferred: Earned	nil
Paid	nil
Common: Earned	nil
Paid	nil

Holsum Packing

Holsum Packing Co., with head office and plant at Victoria, B.C., manufacturers of jams, jellies, pickles, sauces, canned fruit and vegetables. The present company was formed in 1927 to take over Holsum Products Ltd.

Capitalization—	Authorized	Issued
Pref. 7% cum.	$50,000	$18,680
(Par $10).		
Common	$50,000	$23,269
(Par $1).		

Dividend Record—
Preferred—7 per cent cumulative, payable June and Dec. 15.

Directors—J. E. Sladen, A. H. Alexander, R. S. Twining, I. M. Zadeck, H. A. Porter, H. Beach, L. Batchelor.

(Additional Baking Companies on page 14)

PAY LESS BUY BEST

Forging a Strong Chain Store System

Organized in 1929 to acquire a chain of 31 retail grocery stores and a wholesale grocery business in Montreal, THRIFT STORES, LIMITED today operates the wholesale business and 62 retail stores. This steady and substantial growth reflects public goodwill and the company's sound and progressive policies.

SALES GROWTH

The retail sales of the chain grocery store business have grown as follows:

1926	$ 866,559
1927	1,034,402
1928	1,250,148
1929 (7 months)	1,005,462
1930 (8 months to March 31st)	2,084,811
1931 (Fiscal year end. March 31)	3,363,745

The sales of the wholesale company were $383,890 in 1931.

THRIFT STORES
LIMITED
THE BETTER FOOD STORES
Head Office: 645 Wellington Street, Montreal

Ship Apples to China

Col. L. M. Cosgrave, Canadian Trade Commissioner to China, has arranged with the markets division of the Department of Agriculture at Victoria, to send a trial shipment of low grade apples to Shanghai on the next vessel bound for China. The commissioner is of the opinion that the native Chinese would take a lot of British Columbia apples providing they could be laid down at a price within their means.

Let Westinghouse FURNISH THE MOTOR DRIVE

WESTINGHOUSE MOTORS for

Pasteurizers
Clarifiers
Ice Cream Freezers
Ice Cream Mixers
Bottle Cleaners
Fillers and Cappers
Homogenizers

a double-barrelled message

—TO THE DAIRYMAN

It will pay you to see that motors on the equipment you buy are made by Westinghouse. This name gives you an extra assurance of value and satisfaction because of long experience in designing motors for specialized operation and the convenient service offered by a coast-to-coast chain of well-equipped shops.

—TO THE MANUFACTURER

The efficiency of dairying machinery is no greater than the efficiency of the motor that operates it. That is why so many leading manufacturers of such equipment match their own specialized engineering with Westinghouse motors—made by an organization which has been designing motors to meet the requirements of manufacturers for over forty years.

Canadian Westinghouse Company Limited
Head Office and Works: Hamilton, Ontario
Branch Offices and Repair Shops in All Principal Cities

Additional Baking Companies

GEORGE WESTON

Expanding Biscuit and Bread Concern Pays Dividends to Date

George Weston, which was incorporated under Dominion laws in 1928, is engaged in the manufacture and distribution of fine biscuits. Through control of the George Weston Bread and Cake, Ltd., which in turn owns outright all the stock of Regal Bakeries and Lawlor Bread Co., the company is also substantially in the bread and baking business. By purchase of the outstanding preferred and common stocks of William Paterson, Ltd., of Brantford, Ont., a company that has been manufacturing confectionery for 60 years, it is also in the confectionery business.

George Weston has also control of Weston Biscuit Co., Ltd., which purchased control of the Weston Biscuit Corp. of the United States. That company is not yet on a paying basis, but prospects for a growing business are reported to be encouraging.

The company has acquired the Canadian rights for the manufacture of vitamin "D" bread, produced under licenses received from the Pedriatic Research Foundation connected with the Hospital for Sick Children, Toronto.

The company has purchased the Independent Biscuit Co., of Calgary, Alta., this company to be known in future as Weston's Independent, Ltd.

The main Canadian biscuit plant of George Weston is located at Peter Street, Toronto. Dividends on preferred have been maintained since 1927 and the common stock dividends which commenced in 1930, are still being paid. Operations are reported to be on a level with those of 1930.

Capitalization—	Authorized	Outstanding
Common (n.p.v.) ..	50,000 sh.*	50,000 sh.
Pref. 7% cum. .... (Par $100).	$1,000,000*	$900,000

*Of which the company's subsidiary, Wm. Paterson, Ltd. owns 170 shares of preferred and 1,468 shares of common stock.

Funded Debt—
None.

Dividend Record—
Preferred—7%, payable quarterly, Feb., May, Aug. and Nov. 1. Paid regularly since May, 1928.
Common—Present rate $1 per share per annum, payable quarterly, Jan., April, Aug. and Nov. 1. Initial dividend paid April 1, 1930, and regularly since.

Officers and Directors—
Officers—W. Garfield Weston, pres. and man. dir.; F. W. St. Lawrence, vice-pres. and gen. mgr.; Charles W. Kerr, K.C., sec.; R. A. Robertson, treas.
Directors—W. Garfield Weston, F. W. St. Lawrence, C. W. Kerr, K.C., R. A. Robertson, Toronto; Dr. C. W. Colby, Montreal; D.L. Chrysler, Brantford, Ont.

CONS. INCOME & SURPLUS ACCT.
Years Ended Dec. 31

	1930	1929
	$	$
Net oper. profit	210,431	152,930
Less: Res. for inc. tax	17,276	12,333
Net profit	193,155	140,597
Less appropriations:		
Pref. divds.	63,000	68,534
Common divds.	50,000	......
Trans. to conting. reserve	50,000	......
Surplus for year	30,155	72,063
Add: Prev. surplus ..	232,791	160,728
Balance carried for'd.	262,946	232,791

Earnings per Share and Dividend Record—

Pref.:	Earned	$21.49	$15.62
	Paid	7.00	7.00
Common:	Earned .	2.60	1.44
	Paid	1.00	....

Market Record—

	*1931		1930		1929	
	H	L	H	L	H	L
Common ..	45	30	44½	18	115	18
Preferred ...	90	79	92	82	110	100

*To Oct. 13.

WILLIAM PATERSON, LTD.
(Wholly owned by George Weston Ltd.)

Capitalization	Authorized	Issued
Preferred .... (Par $100).	$200,000	$25,000
Common .... (N.p.v.)	4,000 shs.	4,000 shs.

Dividends—
Preferred—7% per annum, payable half-yearly.
Common—None paid.

Officers and Directors—
Officers—W. Garfield Weston, pres.; D. L. Chrysler, vice-pres. and gen. mgr.; C. W. Kerr, sec.; R. A. Robertson, treas.
Directors—W. Garfield Weston, C. W. Kerr, F. W. St. Lawrence, Toronto, Ont.; D. L. Chrysler, Brantford, Ont.

Weston Independent, Ltd.
(Owned by George Weston, Ltd.)

Capitalization—	Authorized	Issued
1st pref. ($100 par)	$150,000	$125,000
2nd pref. ($100 par)	100,000	50,000
Common (n.p.v.) .	5,000 shs.	5,000 shs.

First preferred is callable at 105. Sinking fund provided.

Dividends—
First preferred—7 per cent cumulative, payable half-yearly, Jan. and July 1. Dividend of Jan. 1, 1930, passed.

Funded Debt—
None.

Officers and Directors—
Harvey Shaw, pres.; E. E. Peterson, D. O'Rourke, G. F. Tull.

Regal Bakeries
(Owned by George Weston, Ltd.)

Capitalization—	Authorized	Outstanding
Pref. 7% cum. .. (Par $100).	$1,250,000	$330,000
Common .... (No par value).	100,000 sh.	51,000 sh.

Capital Stock Changes—
In 1928 authorized preferred increased from $250,000 to $1,250,000 and par value changed from $10 to $100. Old preferred exchanged for new on basis of 1 new for 10 old. Common increased from 50,000 shares to 100,000 shares of no par value.

Dividends—
None paid.

Funded Debt—
None.

Officers and Directors—
Officers—J. S. A. Whealy, pres.; A. W. Griffin, sec.-treas.; A. E. Gray, gen. man.
Directors — J. S. A. Whealy, J. H. Spence, J. W. Fleury, J. Goulding, A. R. Brown, Dr. C. E. Hill.

VIAU BISCUIT

Company Makes Progress in Past Few Years

Viau Biscuit Corp. has done well in the past few years, and in 1930 paid up all arrears on its second preferred stock. Earnings last year were higher and financial position was generally strengthened. The company manufactures biscuits and confectionery, which are distributed throughout Canada, stocks being carried at Winnipeg and Quebec. The company also carries on some export trade.

Funded debt is being steadily reduced; as yet no disbursement has been made on the common shares.

Capitalization—	Authorized	Outstanding
Com. (n.p.v.)	50,000 shs.	25,000 shs.
1st pf. cum. 7% ($100 par)	$2,500,000	$1,000,000
2nd pf. cum. 7% ($100 par)	1,000,000	470,000

Funded Debt—
6½ per cent first general mortgage bonds, due 1946; outstanding $349,400.

1st preferred: 7 per cent cumulative, payable Jan., April, July and Oct. 1. Paid regularly. 2nd preferred: 7 per cent cumulative, payable same dates as preferred; payment passed in 1927, resumed in 1928 and paid regularly since; all arrears paid-up in 1930.
Common: None paid.

Officers and Directors—
Officers—Théophile Viau, pres.; Albert Hudon, vice-pres.; J. W. Ross, sec.; Lucien St.-Mars, treas.; W. Bousquet and J. A. Boucher, sales mgrs.; A. Giguére, production mgr.
Directors — Théophile Viau, Albert Hudon, R. L. Ellis, G. H. Rainville, J. A. Lemieux, Montreal.

INCOME AND SURPLUS ACCOUNT
Years Ended Dec. 31

	1930	1929
	$	$
Net oper. inc.	310,022	235,800
Add: Other rev.	5,445	7,537
Net earnings	315,467	243,337
Less: Bond int.	23,751	25,973
Other interest	9,724	13,357
Depreciation	40,000	35,000
Bad debts	20,000	20,000
Income tax res.	12,381	8,000
Organ. exp. w/o	5,000	5,000
Old tins res.	6,000	......
Def. adv. w/o in full .	8,000	......
Net profits	190,611	136,007
Less: 1st pref. div.	70,000	70,000
2nd pref. div.	32,900	32,900
Surplus for year	87,711	33,107
Add: Prev. surplus	63,068	30,519
Adjustments	715	......
Less: Adjustments	......	558
2nd pref. for 1929	32,900	......
Loss on sale of assets	7,796	......
	110,798	63,068

Times All Interest Earned:

After deprec.	8.23	5.30

Earnings per Share and Div. Record:

1st pref.:	Earned	$19.06	$13.60
	Paid	7.00	7.00
2nd pref.:	Earned	25.66	14.05
	Paid	7.00+†7.00	7.00
Common:	Earned	3.51	1.32

† Arrears.

Market Record (Calendar Year)—

	*1931		1930		1929	
	H	L	H	L	H	L
1st pf.	85	70	85	70	85½	84
Com.	24¼	8¼	15	6	22	8

* To October 13.

DAVID ET FRERE

Sales Satisfactory But Earnings Are Reduced

David et Frère manufacture and distribute low-priced biscuits and confectionery in and around Montreal. Sales during the current year are reported as having been satisfactory to date, but low dollar volume has reduced earnings with the result that dividends were reduced on class "A" stock recently. The company has made several substantial additions to plant and equipment in recent years and has succeeded in reducing working expenses to a low point.

Capitalization—	Authorized	Outstanding
Class 'A' non-cum.	23,000 sh.	23,000 sh.
Class 'B' .... (No par value).	23,000 sh.	23,000 sh.

Funded Debt—
None.

Dividend Record—
Class "A"—Entitled to preferred non-cumulative dividends of $2.25 per share per annum and participates equally with Class "B" until Class "A" receives $3 a share. Payable March, June, Sept. and Dec. 15.
Initial quarterly dividend paid Sept. 15, 1928. Rate reduced to $1 per share per annum with payment of 25c. Sept. 15, 1931.
Class "B"—Participates equally with Class "A" after Class "A" shares have received $2.25 and until Class "A" shares have received $3 a share, after which all other dividends are paid only on Class "B" shares. None paid to date.

Officers and Directors—
Officers—J. H. Bouvier, pres. and gen. mgr.; Aristide Cousineau, vice-pres.; L. R. Philie, sec.-treas.
Directors—J. H. Bouvier, L. R. Philie, Rene T. Leclerc, chm. of board, Omer Gauthier, Aristide Cousineau, Montreal, Que.

Income and Surplus Account
Years Ended December 31

	1930	1929
	$	$
Manufacturing profits	244,350	228,004
Less: Sales & admin. exp.	141,223	111,189
Operating profit	103,127	116,815
Add: Other income .	4,132	3,827
Net profit§	107,259	120,642
Less appropriations:		
Class "A" divds. .	51,750	51,750
Surp. for year§	55,509	68,892
Add: Prev. surp. ...	114,196	53,362
Less: Income tax† .	9,493	8,058
Bal. carried forward .	160,212	114,196

†Previous year's income tax.
§Before provision for income tax.

§Earn. Per Share and Dividend*Record:

Class "A"—	Earned .	$4.66	$5.25
	Earned†	3.00	3.00
	Paid	2.25	2.25
Class "B"—	Earned†	1.66	2.25
	None paid.		

§Before provision for income tax.
*Before taking into consideration the participating clauses.
†After making provision for the participating clauses attached to each class of shares.

Market Record—

	*1931		1930	
	H	L	H	L
Class "B"	5	3	11½	5

*To October 7.

ASSOC. CANNERS

Earnings Reflect Difficult Conditions Obtaining in Industry

Associated Quality Canners, controlled by the Whittall Can Co., felt the effects of the general over-production and consequent unsettled conditions in the canning industry in 1930. Earnings showed a marked reduction and dividends on its capital stock were discontinued in March, 1931.

Associated Quality Canners
(Controlled by Whittall Can Co.)

Capitalization—	Authorized	Outstanding
Common (n.p.v.) .	100,000 sh.	80,600 sh.

56,320 shares of the outstanding stock owned by The Whittall Can Co.

Funded Debt—
None.

Dividends—
Present rate $1.50 per share per annum, payable quarterly, Mar., June, Sept. and Dec. 1. Initial dividend paid Dec. 1, 1928, and regularly to and including Dec. 1, 1930; since passed.

Officers and Directors—
Officers—F. R. Whittall, chm.; Arthur Allen, pres.; H. W. Stuart, vice-pres. and gen. mgr.; P. G. Prior, sec.-treas.
Directors—F. R. Whittall, D. S. Whittall, A. R. Whittall, F. A. Whittall, F. Fernie, Montreal; M. W. Doherty, Toronto; A. Allen, Trenton, Ont.; H. W. Stuart, Hamilton, Ont.; W. A. Fraser, Montreal.

INCOME AND SURPLUS ACCOUNT
Years Ended Feb. 28

	1931	1930
	$	$
Net earnings	52,744	261,382
Less: Deprec.	61,387	51,387
Income tax	......	16,632
Net profit	†8,643	193,363
Less appropriations:		
Prop. of organ. exp. w/o	7,248	7,247
Dividends	90,675	120,675
Surplus for year	*106,566	65,441
Add: Prev. surplus ..	226,236	160,795
Less: Loss on equip. sold or replaced ...	13,176	......
Balance forward	106,494	226,236

*Deficit.
†Loss.

Earnings per Share and Dividend Record—

Common:	Earned .	....	$2.31
	Paid	$1.12½	1.50

Market Record—

	*1931		1930		1929	
	H	L	H	L	H	L
Common ...	10	4	18½	10	32½	16

*To Oct. 16.

Packing and Canning

CANADA PACKERS

Leading Packing Co. in Canada is Getting Back Into Export Field

Canada Packers, which is the most important amalgamation of packing interests in Canada, produces a full line of packing house products including ham, bacon and other pork products, beef, mutton, veal and by-products, pure lard, shortening, canned meats and soups, cooked and jellied meats, fresh and smoked sausages, butter, eggs, cheese, hides, wool, soap flakes, refined oil, fertilizer and poultry foods.

When the company was formed in August, 1927, ten plants were acquired, four in Toronto, two in Montreal, and one each in Peterborough, Hull, St. Boniface and Chicago. The Bathurst Street plant in Toronto was sold and, due to the centralization of slaughtering, one plant in Toronto and one plant in Montreal were left unoccupied, while the Chicago plant slaughtering business was nearly all switched to other plants. Six plants have, therefore, been actually engaged, two in Toronto, and one each in Montreal, Peterborough, Hull and St. Boniface.

Distributing branches and warehouses are located practically all over Canada, the chief points being Harriston, Walkerton, Windsor, London, Sudbury, Timmins, Sault Ste. Marie and Ottawa, Ont.; Montreal and Quebec, P.Q.; Saint John, N.B., and Sydney, N.S. Control of all these plants was acquired by means of a controlling interest in the Harris Abattoir Co., Gunn's Ltd., Canadian Packing Co., and Wm. Davies Co.

Due to the decline in prices and the heavy loss which automatically has to be taken in a time of depression on inventory, the company's net profit after depreciation, bond interest and income tax for the year ending March 31, 1931, was only $838,112 or about half of the rate in the three previous years.

The situation as to profit has not changed since the close of the last fiscal year, but the company has continued seeking economies in various directions and because of the cheapening of cereal prices and the increase in hogs at lower prices as a consequence, it has at length been able to go back to the foreign markets. Considerable bacon has recently been shipped to England by subsidiary companies. On March 26, 1931, the loans from the company's bankers, secured, had dropped from nearly $6,000,000 to $1,616,394.

Capitalization—	Authorized	Outstanding
Pref. 7% cum. (Par $100).	$10,000,000	$6,172,750
Common (n.p.)	200,000 shs.	200,000 shs.

Funded Debt—
None.

Dividend Record—
Preference—7 per cent per annum, cumulative from July 1, 1927, payable April, July, Oct. and Jan. 1. Initial dividend for period July 1 to Sept. 30, 1927, paid April 1, 1929 and regularly since. Arrears of dividends, $10.50 per share. (As at March 26, 1931).
Common—None paid.

Officers and Directors—
Officers—J. S. McLean, pres.; E. C. Fox, T. F. Matthews and W. T. Harris, vice-presidents; S. G. Brock, sec.-treas.; N. J. McLean, gen. mgr.; A. L. Laing, sales mgr.
Directors—J. S. McLean, E. C. Fox, T. F. Matthews, S. G. Brock, N. J. McLean, W. S. Cameron, R. W. Perry, W. T. Harris, A. L. Laing, R. J. McLaughlin, H. J. McLaughlin, D. C. Wells, A. G. Hall and C. Laurensen, all of Toronto, Ont.; Joseph Harris, Winnipeg, Man.; G. S. Matthews, Peterboro, Ont.

Consolidated Income and Surplus Account

	Mar. 26 1931	Mar. 27 1930
	$	$
Net profit†	838,112	1,552,072
Less appropriations:		
Pref. dividends ...	435,395	444,738
Surplus for year	402,717	1,107,334
Add: Subsid. shs. conv.	2,352	791
Prev. surplus	3,706,569	2,598,444
Bal. carried fwd. ...	4,111,638	3,706,569

†After all expenses, bond interest and depreciation.

Earn. per Share and Dividend Record:

Pref.:	Earned‡ ...	$13.58	$24.76
	Paid	7.00	7.00
Common:	Earned§ .	2.01	5.53
	None paid.		

‡Preference earnings per share are based on net profit without taking into consideration the fact that dividends are in arrears. As at March 26, 1931, dividends were in arrears $10.50 per share, a total amount of $648,139.

§Common earnings per share are based on net profit less a full year's preference dividends at the rate of 7 per cent per annum.

Harris Abattoir Co., Ltd.
(Entirely owned by Canada Packers)

Capitalization—	Authorized	Outstanding
Stock	$5,000,000	$2,555,000

(Par $100. All owned by the parent company).

Funded Debt—
Six per cent first mortgage sinking fund bonds, series A, due 1947; outstanding, $3,658,400.
Officers—W. T. Harris, pres.; J. S. McLean, vice-pres.; S. G. Brock, sec.-treas., C. Wadge, asst. sec., W. S. Cameron, man. dir.
Directors—Joseph Harris, Winnipeg, Man.; J. S. McLean, S. G. Brock, W. T. Harris, N. J. McLean, W. S. Cameron, H. H. McKee, J. S. Willis, C. C. Polkinghorne, C. Wadge, and C. Laurensen, all of Toronto, Ont.

Wm. Davies Co., Inc.
(Controlled by Canada Packers)

Capitalization—	Authorized	Outstanding
Class "A" com.	60,435 shs.	60,435 shs.
Class "B" .... (No par value).	60,000 shs.	60,000 shs.

Canada Packers Ltd. owns all except 31 shares of Class "A" stock and all the Class "B" stock.

Funded Debt—
Six per cent mortgage sinking fund bonds Series "A," due 1942; outstanding, $1,750,000. An additional $1,500,000 of series "B" authorized but not issued.

Dividend Record—
Class "A"—None since 1921.
Class "B"—None paid.

Officers and Directors—
Officers—E. C. Fox, pres.; R. W. Perry, vice-pres.; S. G. Brock, sec.-treas.
Directors—E. C. Fox, J. S. McLean, N. J. McLean, R. W. Perry, and S. G. Brock, all of Toronto, Ont.

Gunns Ltd.
(Entirely owned by Canada Packers)

Capitalization—	Authorized	Outstanding
Common (n.p.v.)	3,000 shs.	3,000 shs.

The entire capital stock is owned by Canada Packers.

Funded Debt—
None.

Dividend Record—
Dividends on preferred paid quarterly, Feb., May, Aug. and Nov. 1, to Feb. 1, 1921, none since.
On common, payments aggregating 165 per cent were made from date of incorporation to Feb., 1920.

Officers and Directors—
Officers—J. S. McLean, pres.; Brig.-Gen. J. A. Gunn and N. J. McLean, vice-pres's.; J. K. Ingram, sec.-treas.
Directors—J. S. McLean, N. J. McLean, Brig.-Gen. J. A. Gunn, W. S. Cameron and S. G. Brock, all of Toronto, Ont.

Canadian Packing
(Entirely owned by Canada Packers)

Capital Stock—
All owned by Canada Packers, Ltd.

Officers and Directors—
Officers—T. F. Matthews, pres.; J. S. McLean, vice-pres.; S. G. Brock, sec.-treas.
Directors—T. F. Matthews, J. S. McLean, N. J. McLean, E. C. Fox, G. S. Matthews, W. S. Cameron.

BURNS & CO.

Earnings in Last Two Years Lower—Drastic Economies Instituted

Burns & Co., which operates chiefly in Western Canada a meat packing and foodstuffs business with packing houses and distributing systems, including a retail store chain, has had its earnings adversely affected in the last two years by the reduced income of the western agricultural producers and the effect this has had on every form of western business activity.

The company has had to operate against declining commodity markets and falling inventory values which resulted in 1930 in trading losses and a considerable decrease in gross profits.

This so reduced earnings that after preferred dividends of $312,531 in 1930 the previous surplus of $325,637 was reduced to $14,663. The net profits before preferred dividends were only $1,557. No provision was made for depreciation.

Rigid economies have been introduced and though gross sales in 1931 still showed a decline net results have been slightly higher. Official information indicates that these internal economies will result in a saving of more than half a million dollars and will be accompanied by the introduction of new canned meat lines. Prospects for a big hog run and exports in the next few weeks affect the situation. The export situation is somewhat complicated as well by growing supplies from countries in Europe. The company also plans to enter the Ontario field with specialty lines of canned meats and chicken.

As the fourth quarterly dividend, due October 1, on preferred stock of the company was passed, preferred shareholders are now entitled to equal voting rights with the holders of common shares, share for share. This was the fourth preferred dividend to be passed.

In a letter forwarded to preferred shareholders, the company states that Senator Patrick Burns, chairman of the board of directors and founder of the original business, is putting some $800,000 into the company's treasury. For $200,000 of this amount the company issued 20,000 ordinary treasury shares and the balance represents a purchase of six per cent, redeemable mortgage bonds of Palm Dairies, Ltd., a subsidiary company. No changes are contemplated in the personnel of the management.

Capitalization—	Authorized	Outstanding
Pref. 6% ($100 par).	$12,000,000	$6,904,300
Manag'mt ft. shs. (No par value).	3 shs.	3 shs.
Com. (n.p.v.) ..	149,997 shs.	119,997 shs.

Funded Debt—
First mtge. 5½% series "A" sinking fund gold bonds, due 1948; authorized $15,000,000; outstanding $6,928,400.

Dividends—
Preferred 6% per annum, payable Jan., April, July and Oct. 1. First payment made Oct. 1, 1928, for the four months' period from June 1. Paid regularly to Oct. 1, 1930. Dividend payable Jan. 1, 1931, passed; none since.
Common—None paid.

Officers and Directors—
Officers—Senator Patrick Burns, chm. of board; John Burns, pres. and gen. mgr.; W. J. Blake Wilson, vice-pres.; W. E. Corlet, sec.; Norman Hindsley, treas.
Directors—Senator Patrick Burns, chm., John Burns, W. E. Corlet, Norman Hindsley, J. I. McFarland, A. C. Newton, W. Toole, Calgary, Alta.; W. J. Blake Wilson, Vancouver, B.C.; W. S. Hodgens, Toronto, Ont.

Income and Surplus Account
Years Ended December 31

	1930	1929
	$	$
Net earn. from oper. .	411,963	1,042,359
Add: Inc. fr. subs.:		
Rental of prop.	68,770	374,978
Interest	180,677	
Divds. pay.	2,796	
Other income	23,826	29,670
Net earnings	687,532	1,447,007
Less: Deprec.	....	281,335
Bank int. etc.	301,615	646,218
Bond interest	384,360	
Inc. tax (est.)	....	30,000
Net profit	1,557	489,454
Less appropriations:		
Pref. divds.	312,531	416,250
Surplus for year	*310,974	73,204
Add: Prev. surp.	325,637	252,433
Bal. carried fwd. ...	14,663	325,637

*Deficit.

Times All Interest Earned:

Before deprec.	1.00	2.24
After deprec.	...	1.80

Earnings per Share and Dividend Record:

Pref.:	Earned	*$0.02	$7.04
	Paid	4.50	6.00
Common:	Earned .	...	0.73
	None paid.		

*Before provision for depreciation.

CAN. CANNERS

Leading Canadian Company in Industry Maintains Sales at Good Level

Canadian Canners, which is the leading Canadian company engaged in the canning of fruits, vegetables, jams, jellies, catsups, meats, soups, and the largest organization of its kind in the British Empire, owns or controls 62 canning factories in Ontario, three in Quebec, and eight in British Columbia, as well as owning and operating farms in nine different counties in Ontario. The company has a chemical laboratory at Hamilton, machine shops at Aylmer and Simcoe, Ont., and a cider and vinegar plant at Brighton, Ont. Boxes for use in the factories and seeds for the farms are supplied by subsidiary companies.

Dropping market prices and keen competition in 1930 and 1931 reduced its second preference dividend from $1 a year to a basis of 80 cents a share with the payment of dividends on April 1, 1931. At the same time the common dividend was reduced from the annual dividend basis of $1 a share to an annual basis of 50 cents a share. The company is understood to have maintained its sales at a high point at the lower prices.

Capitalization—	Authorized	Outstanding
1st pref. 6% ..... ($100 par).	$5,000,000	$4,557,150
2nd conv. pref. .. (n.p.v.)	400,000 sh.	363,732 sh.
Com. (n.p.v.) ...	200,000 sh.	137,784 sh.

Funded Debt—
General mortgage bonds, 6 per cent, due 1950, $2,438,400. First mortgage sinking fund, 6 per cent bonds of Dominion Canners, due 1940, $1,096,000.

Dividend Record—
1st Pref.—6 per cent per annum, payable quarterly, Jan., Apr., July and Oct. 1. Initial dividend paid Jan., 1928, and regularly since.
2nd Pref.—80 cents per share per annum, payable quarterly, Jan., Apr., July and Oct. 1. Initial dividend of 15 cents per share paid Jan. 2, 1928; increased to 20 cents per share quarterly with payment of dividend on April 1, 1929; increased to 25 cents quarterly with payment on July 1, 1930; decreased to 20 cents quarterly with payment on April 1, 1931.
Common—50 cents per share per annum, payable quarterly, Jan., Apr., July and Oct. 1. Initial dividend of 12½ cents per share paid April 1, 1929; increased to 25 cents quarterly with payment of dividend on July 1, 1930; decreased to 12½ cents quarterly with payment on April 1, 1931.

Officers and Directors—
Officers—Avern Pardoe, pres.; Mark Bredin, chm. of board and first vice-pres.; W. R. Drynan, second vice-pres. and gen. mgr.; C. E. Innes, asst. gen. mgr.; P. Croucher, sec.-treas.
Directors—W. R. Drynan, Aleck Leitch, Lumbers, Hon. H. C. Scholfield, M.L.A., Lumbers, Hon. H. C. Schofield, M.L.A., Mark Bredin, J. A. Northway, Toronto; Lt.-Col. W. G. MacKendrick, Oakville, Ont.; W. L. Innes, C. E. Innes, Simcoe, Ont.; E. A. Pearce, Picton, Ont.; G. C. Edwards, Ottawa, Ont.

CONS. INCOME AND SURPLUS ACCT.
Years Ended

	Feb. 28, 1931	§Feb. 28, 1930
	$	$
Net earnings	1,025,037	1,909,633
Less: Gen. & depr. res.	200,000	400,000
Bond interest	214,272	262,004
Net profit	610,765	1,247,629
Less appropriations:		
Dividends on:		
First pref.	273,426	273,426
Second pref.	346,000	291,654
Common	120,165	68,471
Surplus for year	*128,826	614,078
Add: Prev. surplus ..	980,208	766,130
Less: Trans. to invest. and conting. res. ..	......	400,000
Bal. carried for'd. ...	851,382	980,208

*Deficit.
§Jan. 1, 1929, to Feb. 28, 1930.

Times Interest Earned—

Before deprec.	4.78	7.29
After deprec.	3.85	5.76

Earnings per Share and Dividend Record—

1st Pref.:	Earned .	$13.40	$27.28
	Paid	6.00	6.00
2nd Pref.:	Earned*	0.93	2.67
	Earned†	0.77	1.00
	Paid	0.95	0.80
Common:	Earned§	...	...
	Earned†	0.42	4.45
	Paid	0.87½	0.50

*Before taking into consideration dividend provision governing second preference and common shares.
†After taking into consideration dividend provision governing second preference and common shares.
§Old $100 par common.

Market Record—

	*1931		1930		1929	
	H	L	H	L	H	L
Common ...	18½	8	22¼	12½	28	18¼
1st pref.	92½	81	94	86	92	84½
2nd pref. ...	14	8½	22½	13½	28¼	12

*To Oct. 7.

Broder Canning

Broder Canning Co. with head office at New Westminster, B.C., operates eight canning plants at New Westminster, Kamloops, Chilliwack, Kelowna, Edmonton and Medicine Hat. Pack in 1930 was 600,000 cases. Canned vegetables are marketed under trade name "Royal City." The company was formed in 1917 to take over the original company founded in 1910.

Capitalization—	Authorized	Outstanding
Pref. 7% cum. .... (Par $100).	$800,000	$150,000
Common .... (Par $100).	350,000	192,900

Funded Debt—
None.

Dividend Record—
Preferred—7 per cent per annum, cumulative from Oct. 1, 1929; payable Jan., Apr., July and Oct. 1.

Officers and Directors—
R. R. Broder, pres. and gen. mgr.; V. F. Broder, sec.-treas.; H. C. Wade, asst. mgr.; C. W. Moore, sales mgr.; L. A. Lewis, Mrs. V. F. Broder, New Westminster; C. H. Reed, Vancouver.

A DISTINCTLY CANADIAN ORGANIZATION
for the distribution of food stuffs

With no less than twenty-nine distributing warehouses, located at chosen strategic centers, the National Grocers Company, Limited may properly be regarded as a truly Canadian Institution. The claim is fortified by the facts that financial ownership and control of the company is entirely Canadian, and the personnel of the company and its operatives is Canadian throughout.

The economical system of distribution provided by National Grocers permits retail dealers at widely separated points to replenish stocks at shorter intervals, obtain quick, prompt deliveries, save cost of long hauls, and keep themselves in closer touch with those who are organized to serve them.

NATIONAL GROCERS COMPANY, LIMITED
Head Office:
21 Front Street East, Toronto
29 Distributing Warehouses in Ontario
Board of Directors:
Archie Foster, President; John Medland, Vice-President; J. H. Simpson, Marland Woolnough, T. H. Kinnear, Hon. George Gordon, A. J. Major, M. D. Lemon, W. G. McLauchlan, H. D. Whitehouse and D. Blain

P.T. LEGARE CO. LIMITED
Head Office — QUEBEC
Established 1877
Operating a Chain of 66 Stores
and
1000 LOCAL AGENCIES
in the
PROVINCE OF QUEBEC
EASTERN ONTARIO
WESTERN PART OF MARITIMES
HANDLING:—
Home Furnishings and Farming Machineries
Furniture, Carpets, Draperies, Stoves, Pianos, Radios, Oil Burners
Electric Washers — Sewing Machines
Farm Implements
Carriages and Sleighs — Harness
Incubators and Brooders
Fencing — Roofing — Barn Equipments
Etc., Etc., Etc.

A CANADIAN COMPANY OWNED AND OPERATED BY CANADIANS

THE MASTER LINK IN THE CHAIN OF BETTER HEALTH

Eastern Dairies, the Canadian owned and operated chain, have brought to the homes of hundreds of Canadians a higher quality of dairy products. The subsidiary companies, each operated under the close supervision and co-operation of the parent organization, have already won general approval from both health experts and customers. *Consistently Better Milk* is now enjoying a greatly increased demand among all classes. Butter, Cottage Cheese, Cream and Churned Buttermilk figure along with this superior milk in filling the needs of the people of Canada.

Subsidiaries of
EASTERN DAIRIES LIMITED
ELMHURST DAIRY LIMITED - - - MONTREAL
ACME FARMERS DAIRY LIMITED TORONTO AND HAMILTON
THE PRODUCERS DAIRY LIMITED - OTTAWA AND HULL
CRESCENT CREAMERY CO., LIMITED - - WINNIPEG

CONSOLIDATED FOOD

(Continued from page 11)

S. F. bonds, series "A" due 1947, outstanding $1,026,000.

6% Debentures: Due, 1935. Secured by a floating charge on company's assets. Authorized and issued, $500,000; all pledged as collateral for notes payable amounting to $500,000, as at Mar. 28, 1931.

Dividend Record—
Class "A," $1.50 per share per annum, non-cumulative. Participates equally with common up to an additional $1.50 per share. Initial dividend of 37½c paid April 15, 1929; 37½c paid July, 1929. None since. Common, none paid.

Officers and Directors—
Officers—R. H. Hommel, pres.; H. B. Housser, vice-pres.; G. C. Anspach, sec.-treas.

Directors—H. B. Housser, A. D. Cobban, R. H. Hommel, J. F. Mackay, W. S. Morlock, B. V. McCrimmon and J. F. D. Tory, all of Toronto.

CONSOLIDATED INCOME AND SURPLUS ACCOUNT

	Year ended Mar. 28, 1931	Mar. 29, 1930
	$	$
Net earnings	§*324,532	*122,165
Less: Depreciation	......	6,500
Bond interest	......	75,019
Net profit	§*324,532	*203,684
Less appropriations:		
Class "A" divds.	......	11,340
Loss on sale and reval. of assets	1,656,388	......
Conting. reserve re fixed assets	80,000	......
Def. charges, organ. exp., etc., w/o	262,161	......
Surp. for year	*2,323,081	*215,024
Add: Previous surp.	*179,543	33,512
Inc. tax adjust.	......	2,349
Less: Min. int. adj.	......	380
Bal. car. forward	*2,502,624	*179,543

*Deficit.

§After all expenses, including bond interest.

Earnings per Share and Div. Record:

Class "A": Earned	...	...
Paid	...	$0.37½

Common: None earned or paid.

Market Record—

	*1931 H	L	1930 H	L	1929 H	L
Com.	3	½	4	1	15	1
Cl. 'A'	6	3	10	3	28	10

*To October 13.

THRIFT STORES

Sales Continue Above Level of Last Year

Thrift Stores Ltd., operating a wholesale grocery business and a chain of 60 stores in Montreal, has made consistent progress since its formation two years ago. The number of units operated in the chain has been doubled and earnings in the last fiscal year showed improvement.

Sales during the current period are reported as satisfactory, while the company is receiving the benefit accruing from a new warehouse acquired early this year.

Capitalization—	Authorized	Outstanding
1st pref. 6½% (Par $25).	$350,000	$350,000
2nd pref. 7% (Par $10).	120,000	120,000
Common (No par value).	*57,000 shs.	20,000 shs.

*37,000 shares reserved for conversion of first and second preference shares.

Funded Debt—
None.

Dividend Record—
1st preference—6½ per cent per annum, cumulative from Oct. 1, 1929. Payable quarterly, Jan., Apr., July and Oct. 1. Initial dividend paid Jan. 2, 1930, and regularly since.
2nd preference—7 per cent per annum. Cumulative from Oct. 1, 1929. Payable quarterly, Jan., Apr., July and Oct. 1. Initial dividend paid Jan. 2, 1930, and regularly since.
Ordinary—None paid to date.

Officers and Directors—
Officers—M. Rudolph, pres.; J. Schafran, vice-pres.; W. E. Dunton, C.A., vice-pres. and treas.; N. Berthiaume, sec.

Directors—M. Rudolph, J. Schafran, Allan M. Mitchell, A. F. Byers, W. M. Hodgson, W. A. Merrill, K.C., W. E. Dunton, C.A., A. E. Howard, all of Montreal.

CONS. INCOME AND SURPLUS ACCOUNT

	Yr. ended Mar. 31 1931	Aug. 3 1929 to Mar. 31 1930
	$	$
Net earn. from oper.	95,780	54,488
Less: Depreciation	19,162	10,277
Int. pd. on bal. of purchase price of assets	......	5,113
Invent. and other adj. & inc. tax pay. Apr. 30, 1931	*19,373	......
Net profit	57,245	†39,098
Less appropriations:		
First pref. divs.	22,750	5,804
Second pref. divs.	8,400	4,200
Surp. for period	26,095	†29,094
Add: Prev. surplus	29,094	......
Bal. forward	55,189	†29,094

*This item is deducted from the previous year's surplus in the company's income and surplus statement.

†Before income tax.

Earnings per Share and Div. Record:

First pref.: Earned	$4.09	$2.79
Paid	1.62½	0.81¼
Sec. pref.: Earned	2.87	*2.31
Paid	0.70	0.35
Ordinary: Earned	1.30	†1.18
None paid.		

*After six months' dividend on the total first preference outstanding as at March 31, 1930, viz., 14,000 shares.

†After six months' dividends on first and second preference outstanding.

STANFORD'S LTD.

Bankruptcy Proceedings Follow Lack of Cash

Failure of Stanford's Ltd. to obtain working capital, resulted in the company going into bankruptcy in September, 1931. The company, which operates a chain of ten meat markets in Montreal, sustained a set-back in sales this year due to the decline in dollar value commodities, and though efforts were made to dispose of one of the company's properties for cash, in order to raise working capital, the attempt did not prove successful.

The future of the company at present is indefinite, though operations are being maintained.

Capitalization—	Authorized	Outstanding
1st pref. 7% cum.	$500,000	$500,000
2nd pref. 7% cum. (Par $100).	$200,000	$200,000
Common (No par value).	20,000 shs.	20,000 shs.

Funded Debt—
None.

Dividend Record—
1st Preferred—$7 per annum, cumulative, payable quarterly, Feb., May, Aug. and Nov. 1. Initial dividend paid Aug., 1927, and regularly to May 1, 1930; none since.
2nd Preferred—$7 per annum, cumulative, payable quarterly, Feb., May, Aug. and Nov. 1. Initial dividend of $1.75 paid Aug. 1, 1927, and regularly until May 1, 1930; none since.
Common—None being paid at present. Previously $1 per annum, payable March, June, Sept. and Dec. 15. Initial dividend of 25 cents paid Dec. 15, 1927, and regularly up to and including March 15, 1929.

Officers and Directors—
Officers—L. S. Colwell, pres.; H. N. Chauvin, K.C., vice-pres.; Lee A. McCann; J. G. Renaud, sec.-treas.

Directors—L. S. Colwell, H. N. Chauvin, K.C., P. F. McCaffrey, E. Cumberland, Montreal; G. Hale Pulsifer, New York; J. A. Raymond, Armand Chaput, Montreal.

INCOME AND SURPLUS ACCOUNT
Years Ended (Approx.) Sept. 1

	1930	1929
	$	$
Gross sales	1,742,233	2,104,932
Net earnings	......	89,532
Net profit	*98,101	89,532
Less appropriations:		
1st pref. div.	26,250	35,000
2nd pref. div.	10,500	14,000
Com. div.	......	10,000
Com. div. 1928, paid in 1929	......	5,000
Surplus for year	**134,851	25,532
Add: Prev. surp.	48,570	23,038
Less: Deprec., 1927	13,550	......
Deprec., 1928	46,355	......
Deprec., 1929	51,594	......
Sink. fund, 1928	2,000	......
Sink. fund, 1929	1,000	......
Balance forward	**207,780	48,570

*Net loss after depreciation and deferred maintenance made up as follows: Net loss from stores and manufacturing depts., $65,321; net deficit from properties, $3,025; deprec. in value of securities, $31,536; less, income from investments, $1,781.

**Deficit.

Earnings per Share and Dividend Record—

1st Preferred:		
Earned	nil	$17.90
Paid	$5.25	7.00
2nd Preferred:		
Earned	nil	27.26
Paid	$5.25	7.00
Common:		
Earned	nil	2.20
Paid	nil	†0.75

†Of which 25 cents was applicable to previous year.

Market Record—

	*1931 H	L	1930 H	L	1929 H	L
Common	1	1	4	1	10	2

*To Oct. 13.

Dairy Companies

BORDEN'S LTD.

Controls Through 20 Canadian Companies Net Investment of $19,000,000

Borden's Ltd., is the name of the new Canadian company which will hold, directly or indirectly, all the shares of the 20 or more Canadian companies in the dairy business which have been acquired by the Borden Co., a New Jersey corporation which is the leading dairy chain on this continent.

The New Jersey corporation owns all the shares of the Canadian holding company so that the investment interest of Canadian shareholders of the old Canadian companies now is turned on the shares of the large holding company for Borden's Ltd. Those shares are traded in New York.

The various Canadian companies constituting Borden's Ltd., have an aggregate net tangible investment as of January 1, 1931, of about $19,000,000 with aggregate sales for the year 1930 of about $28,000,000. The Canadian activities are almost without exception managed and conducted by Canadians.

Between 300,000 and 400,000 shares of stock of the Borden Co., the New Jersey corporation, or about 7½ per cent of the total outstanding, are now owned by more than 2,200 Canadian shareholders.

The acquisition of City Dairy Co., Toronto, in 1930, was the crowning move in the Borden Co. programme in Canada.

One of the main purposes of the organization of the new Canadian holding company was the co-ordination of efforts of many companies and, when expedient, the pooling of fluid milk supply.

Gross business of Borden Co. for 1931 to the end of September is reported to have been about 15 per cent lower than in 1930, but net income was held in a satisfactory manner despite the low price of commodities though it will not match the earnings of 1930.

Capitalization—	Authorized	Issued
Common (n.p.v).	500,000 sh.	400,000 sh.

Dividends—
$3 per annum, payable quarterly. A stock dividend of 3 per cent was paid Jan. 15, 1931.

Officers and Directors—
Officers—J. W. McConnell, chm. of board; S. J. Moore, pres.; W. H. Dunn, vice-pres. and sec.; W. P. Marsh, treas. and asst. sec.; S. J. De Baun, asst. treas.; W. H. Rebman, asst. sec.

Directors—Hon. C. C. Ballantyne, W. H. Dunn, Sir C. Gordon, G.B.E.; J. W. McConnell, Hon. Donat Raymond, Montreal; G. C. Edwards, Ottawa; P. D. Fox, A. T. Johnston, E. B. Lewis, A. W. Milburn, M. J. Norton, W. D. Strack, New York; S. J. Moore, Britton Osler, K.C., Toronto; Maj.-Gen. the Hon. S. C. Mewburn, C.M.G., Hamilton; H. H. Walker, Walkerville.

SILVERWOOD'S

Covers Southern Ontario With Chain of 22 Subsidiaries

Silverwood's Dairies, which were incorporated under Ontario laws in 1928, is a holding and operating company which, through its subsidiaries and associated companies, does a dairy product, ice cream, condensed milk, butter and cold storage business in Western and Central Ontario.

The company holds a controlling interest in the stock of 22 subsidiary companies, with branches in London, Windsor, Kitchener, St. Catharines, Lucknow, Elmira, Chatham, Sarnia, Hamilton, two in Brantford, Peterborough, Stratford, Woodstock, Toronto, Forest, and Guelph. There are 26 plants altogether and the company has options on the control of five Silverwood companies in Fergus, Cargill, Cayuga, North Bay and Sudbury, as well as on any future Silverwood companies which may be incorporated.

In order to conserve cash and improve the working capital position of the company, the dividends on the class "A" common shares of the company were reduced from $1 a share to 50c. per annum, with a declaration of a quarterly dividend of 12½c. a share on each class, payable October 1, to shareholders of record, September 15.

Officers and Directors—
Officers—A. E. Silverwood, pres. and gen. mgr.; W. E. Robinson, vice-pres.; Geo. H. Belton, 2nd vice-pres.; J. H. Duplan, asst. gen. mgr.; J. H. Gillies, sec.-treas.; G. Blake, asst. sec.-treas.

Directors—A. E. Silverwood, W. E. Robinson, Geo. H. Belton, R. G. Ivey, London, Ont.; E. K. Reiner, Wellesley, Ont.; E. W. Nesbitt, Woodstock, Ont.; W. H. Carruthers, Toronto, Ont.

Capitalization—	Authorized	Outstanding
7% cum. pref. ($100 par).	$5,000,000	$3,326,900
6% cum. pref. ($100 par).	5,000,000	....
Class "A" com. (No par value).	975,000 sh.	139,745 sh.
Common (No par value).	25,000 sh.	25,000 sh.

Funded Debt of Subsidiaries—
7% first mortgage bonds of Silverwoods, Ltd., due 1937; outstanding, $161,400.
6½% first (closed) mortgage sinking fund bonds of Silverwood's St. Catharines Dairy, due 1943; outstanding $44,100.
6½% first (closed) mtge. sinking fund bonds of Silverwood-Burke Dairy, due 1943; outstanding, $1,500.
7½% 1st mtge. bonds of St. Clair Ice Cream Co., due 1933; outstanding, $5,000.
6% 1st mtge. bonds of London Cold Storage Co., due 1938; outstanding, $40,000.

Dividends—
Preferred—7% per annum, cumulative, payable Jan., Apr., July, Oct. 1. Initial dividend 1¾% paid Oct. 1, 1928, and regularly thereafter.
6% Preferred—None issued.
Class "A" Shares—50c. per annum, payable Jan., April, July and Oct. 1. Initial dividend of 25c. per share paid Oct. 1, 1928. Rate of Class "A" and common reduced from $1 to 50c. per annum with payment of 12½c., Oct. 1, 1931.
Common—50c. per annum, payable Jan., April, July and Oct. 1. Initial dividend of 25c. per share paid Oct. 1, 1928.

CONS. INCOME & SURPLUS ACCOUNT
For Six Months Ended Sept. 27, 1930

	$
Sales, incl. inter-company sales	4,370,276
Less: Cost of materials	2,664,869
Wages and direct expenses	882,892
Gross profit on sales	822,515
Add: Iceless cabinet rentals	53,596
Gross trading profit	876,111
Less: Admin. & indirect exp.	360,311
	515,800
Add: Amts. rec. under div. guar.	60,000
Net earnings	575,800
Less: Depreciation	225,593
Prov. for income tax	21,332
Net profit	328,875
Less appropriations:	
Pref. divds.	116,438
Class "A" & common divd.	69,154
Subs. min. divd. pay.	80
Written off fixed assets	39,670
Surplus for period	103,533
Add: Surp. at Apr. 5, 1930, incl. capital & appraisal surpluses	85,508
Balance carried forward	189,041

Earnings per Share and Dividend Record—

7% pref.: Earned*	$8.08
Earned†	9.88
Paid	3.50
Common and Class "A":	
Earned*	0.92
Earned†	1.29
Paid	0.50

*Excluding (†Including) $60,000 received under dividend guarantee.

DAIRY CORP.

Canadian Dairy Chain Reports Business Equal to 1930 Level

Dairy Corp. of Canada, which was incorporated under Ontario laws in June, 1929, holds shares in eight dairy companies doing business in various parts of Canada. The first year's operations in 1930 showed $9.61 earned on the six per cent preferred stock and encouraging earnings on the class "A" and class "B" no par value common stock on which dividends have not yet been paid. For eight months of 1931 to the end of August aggregate results of operations of the eight companies owned by Dairy Corp. of Canada were slightly ahead of results for the same period in 1930.

The management feels that the current year will probably be the most difficult one that the company will experience, and it is stated that every possible economy of operation is being effected in keeping with the maintenance of the quality of the company's products. The second full year of operation will end on December 31. Previous reports have indicated that each of the company's units has shown some improvement in sales as compared with 1930 with the exception of the Saskatchewan units.

The company owns or controls the following dairy companies:

City Dairy, Ltd., engaged in the manufacture and distribution of all types of dairy products in the City of Winnipeg, Man., and operating wagons and motor trucks on 105 routes; common shares acquired in January, 1930, by Dairy Corp. of Canada along with that of Canada Pure Milk Co. Ltd.

The Davis Dairy, Ltd., engaged in the wholesale and retail milk business in Saskatoon, Sask., having eight retail wagons in operation, all the common stock being owned by Dairy Corp. of Canada.

Edmonton City Dairy, Ltd., engaged in supplying dairy products to the City of Edmonton, Alta., and the district of Northern Alberta, and controlled by Dairy Corp. of Canada through ownership of 95 per cent of the common stock. The company owns through its subsidiary a plant located in Edmonton, equipped for bottling and butter and ice cream making, and is itself a merger of the Edmonton City Dairy Co. and Woodland Dairy. Later Woodland Dairy was sold. The company is doing quite well in the face of a difficult Western situation and in face of competition from the Northern Alberta Dairy Pool, which has entered into the retail milk business, and Woodland Dairy. Competition is causing business to be carried on on a smaller margin than previously.

Montreal Dairy Co., owning and operating a plant at Montreal, is controlled by Dairy Corp. through the ownership of 85 per cent of the class "B" no par value common, and all the class "A" common stock. Its Montreal plant has a daily capacity of 15,000 gallons of milk as well as facilities for the manufacture of butter and ice cream. The company was founded in 1909 but remained a private concern until 1927, when control was acquired by Dairy Corp. in 1929.

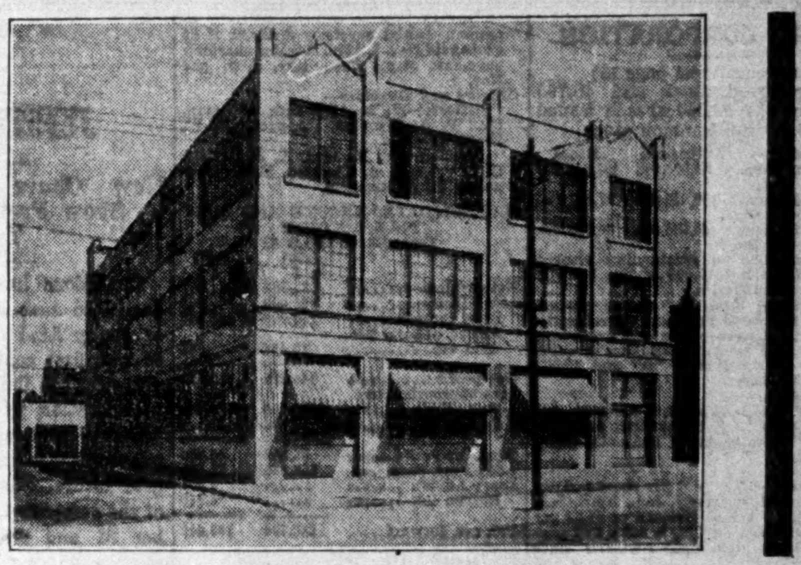
The Prairie Creameries, Ltd., which is engaged in the sale of dairy products in and around Regina, Sask., is owned outright by Dairy Corp.

The Purity Dairy, Ltd., which is engaged in the sale of dairy products in and around Regina, Sask., is controlled by Dairy Corp.

Purity Ice Cream, Ltd., which is engaged in the manufacture and sale of ice cream in Winnipeg, Man. A few shares of common and preferred are still outstanding in the hands of the public.

Canada Dairies, Ltd., which does a dairy business in Toronto, was taken over at the beginning of 1931. All the bonds, $65,000 of the preferred stock and 3,000 shares of common stock are owned by the owners of the former company, while Dairy Corp. of Canada owns $325,000 of $390,000 issued 6 per

(Continued on page 16)



The home of Jenny Lind Candies at 301 Lansdowne Avenue in Toronto. This studio contains the latest innovations for the manufacture of high-grade candy products.

JENNY LIND
CANDY SHOPS
Limited
301 Lansdowne Avenue, TORONTO

AN ALL Canadian Chain of Candy shops presenting to the Canadian public a superior product and an entirely new plan in the merchandising of Candy. Shops are distinctive in appearance and expressive of the modernistic tendency. They strike a new note in retail store decoration. Fourteen units are now in successful operation in Ontario and plans call for the opening of eleven additional stores before the end of 1931. This enterprise has been financed by Canadians and is managed and staffed by Canadians.

Jenny Lind Candies are sold at
Sixty Cents a Pound

CANDIES SENT TO ALL PARTS OF THE WORLD
Mail orders will be gladly filled

LOBLAW'S
INDISPUTABLE STRENGTH
is attained on the
FORGE
of
GOODWILL

LOBLAW'S
bridge
the widest
span
between
PRODUCER
and
CONSUMER

While steadily and consistently reducing prices of foodstuffs during the present period of lower costs and readjustments, Loblaw Groceterias are constantly adopting more efficient methods of handling food stuffs in order to lessen the spread between Producer and Consumer. Our cost of handling merchandise is the lowest in Canada, so that our customers are daily deriving the benefit of the low overhead and increased efficiency, in lower prices of quality foods. Reduced overhead has not been obtained at the expense of our employees who have always been, and still are, paid on the highest scale of wages of any grocery organization in Canada.

We will continue to increase efficiency wherever possible, the benefits to our customers being reflected in still greater service and consistently lower prices.

LOBLAW GROCETERIAS CO., LIMITED
100 Groceterias throughout Ontario
Head Office & Warehouse: Fleet St., Toronto

Increasing Popular Demand for McCormick Products

Three of the Best Selling Biscuit Packages in the Canadian Trade.

The public of Canada have formed a preference for McCormick biscuits and confectionery. The increasing demand for McCormick products year in and year out gives McCormick predominant place in the Canadian field.

First in point of long continued popularity comes McCormick's Jersey Cream Sodas. These crackers have been famous for three generations of Canadians. They are the most popular soda biscuits in Canada today, and their sale increases steadily.

Introduced but a few seasons ago, McCormick's Royal Assortment has quickly developed into a McCormick leader. This Assortment comprises a varied selection of high grade English style fancy biscuits, each a delicious example of its kind.

One of the recent and most noteworthy McCormick achievements has been the production and popularization of Sun Wheat Biscuits in co-operation with the Nutritional Research Laboratory, Department of Pediatrics, University of Toronto. Sun Wheat Biscuits contain the minerals, vitamins and other nutrients essential to a balanced diet, and are especially good for growing children. These delicious health-building biscuits have won ever-widening public favour and doctors and dieticians heartily recommend them.

McCormick quality biscuits and confectionery are sold by grocers and confectioners throughout Canada. Ask for McCormick's.

McCORMICK'S
FANCY
JERSEY CREAM
SODAS
McCORMICK'S SODAS

McCormick's Jersey Cream Sodas

McCormick's Royal Assortment

A Scientific Food
McCormick's
SUN WHEAT
Irradiated Vitamin
BISCUITS
McCORMICK'S SUN WHEAT CERTIFIED
Ask Your Doctor

McCormick's Sun Wheat Biscuits

McCORMICK MFG. CO., LIMITED
LONDON, ONT.
Established - - - 1858

DAIRY CORPORATION

(Continued from page 15)

cent preferred stock and 46,795 shares of the 50,000 shares issued of no par value common stock.

Capitalization—	Authorized	Issued
Pref. 6% cum. ($100 par).	$3,000,000	†$1,513,400
Class "A" com.‡ (No par value).	150,000 shs.	27,391 shs.
Class "B" com. (No par value).	50,000 shs.	36,300 shs.

†In addition to outstanding amount shown there is $310,000 of this issue in hands of subsidiaries.

‡Sufficient class "A" shares are reserved for stock purchase warrants attached to the debentures and preference shares. The company also has granted options on 5,000 class "A" and 10,000 class "B" shares.

Funded Debt—
Sinking fund gold debs., 6 per cent, due 1945, Series "A," outstanding $500,000; Series "B" to be issued and outstanding $500,000.

Dividends—
Preference—6 per cent per share per annum, payable quarterly, Jan., April, July and Oct. 1. Initial dividend of $1.50 per share was paid on Oct. 1, 1929, and payments have been made regularly since that date.
Classes "A" and "B"—None paid to date.

Officers and Directors—
Officers—J. A. Caulder, pres. and man. dir.; J. M. Carruthers, vice-pres.; W. G. Brown, sec.; F. W. Paynter, treas.
Directors—J. A. Caulder, R. A. Daly, A. H. C. Beairsto, W. W. Evans, A. W. McLennan, J. A. McFeeters, J. P. Walwyn, Toronto, Ont.; J. M. Carruthers, Winnipeg, Man.; W. Ardern, Calgary, Alta.; W. W. Prevey, Edmonton, Alta.; F. E. M. Robinson, Richmond, P.Q.

CONS. INCOME AND SURPLUS ACCOUNT

	Year ended Dec. 31 1930 $	June 10 1929 to Dec. 31 1929 $
Portion of subs.' profits, plus other inc.	93,501	37,225
Less: Int. & disc. on debs.	10,456	....
	83,045	37,225
Add: Non-oper. profit	*15,681	....
	98,726	37,225
Less appropriations:		
Divds. on pref. of Dairy Corp.	34,874	1,972
Less: Portion of divds. rec'd by subs.	13,650	....
	21,224	1,972
Surplus for period ..	77,502	35,253
Add: Prev. surp. ...	35,253	....
Bal. carried fwd. ...	112,755	35,253

*For period June 10, 1929, to Dec. 31, 1930.

Earn. per Share and Div. Record:		
Pref.: Earned† ...	$9.61	*$3.62
Paid	6.00	3.00
Class "A": Earned	3.05	*1.38
None paid.		
Class "B": Earned .	0.74	*0.27
None paid.		

†Based on shares in hands of public, viz., 10,274.

*On the basis of shares outstanding as at Dec. 31, 1930. Only figures available.

EASTERN DAIRIES

Business Expands and Earnings Record Increase

Eastern Dairies continue to make progress during the current year, and earnings to date show an increase over those of the same period in 1930. Last year the company reported a satisfactory showing and dividends were inaugurated on the common stock.

While business in the West is affected to some extent, expansion continues in Eastern Canada. In Hamilton, the company has completed a modern dairy plant which will supply that city and vicinity; hitherto, Hamilton has been served by Eastern Dairies' Toronto units.

Capitalization—	Authorized	Outstanding
Com. (n.p.v.)	200,000 shs.	100,000 shs.
Pref. 7% cum. ($100 par).	$5,000,000	$2,500,000

Funded Debt—
6 per cent first collateral trust convertible bonds, due 1949, outstanding $3,000,000. Each $500 bond is convertible into common shares, up to May 1, 1939, as follows: 8 shares to May 1, 1934; 7 to 1936; 6 to 1938; 5 to 1939.

Dividend Record—
Preferred 7 per cent per annum, cumulative, payable quarterly Jan., April, July and Oct. 15. Paid regularly.
Common—Present rate $1 per share per annum. Initial quarterly dividend of 25 cents paid Nov. 1. 1930. Regular quarterly payments since, Feb., May, Aug. and Nov. 1.

Officers and Directors—
Officers—W. R. Aird, pres. and man. dir.; P. A. Thomson, vice-pres.; E. W. King, sec.-treas.
Directors—W. R. Aird, A. J. Nesbitt, C. B. Price, P. A. Thomson, H. R. Trenholme, all of Montreal.

CONSOLIDATED INCOME AND SURPLUS ACCOUNT
Years Ended March 31

	1931 $	1930 $
Net earnings	835,380	724,987
Less: Deprec.	200,000	200,000
Bond interest	180,000	158.096
Amort. of bond disc. and exp.	10,454	839
Net profit	444,926	366,052
Less appropriations:		
Pref. divds.	†294,000	†279,682
Com. divds.	55,574	......
Surp. for year §	95,352	86,370
Add: Prev. surp.	153,442	77,610
Less: Adjust.	......	3,591
Income tax	......	*6,946
Bal. car. forward	248,794	153,442

* Income tax for 1928.
† Includes dividends on Crescent Creamery Co., and Acme Farmers Dairy, Ltd.
§ Subject to income tax.

Times Bond Interest Earned:		
Before deprec.	4.64	4.59
After deprec.	3.53	3.32
Earnings per Share and Div. Record:		
Pref.: Earned † ...	$10.58	$8.86
Paid—Acme Farmers	7.00	7.00
Crescent Creamery	7.00	7.00
Eastern Dairies	7.00	7.00
Com.: Earned § ..	*1.69	1.16
Paid	0.75	...

† Before income tax; calculated on combined preferred shares of company and subsidiaries then outstanding. * Based on 89.099 shares which were outstanding as at Mar. 31. § Before income tax.

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Com.	25½	16	29	17½	60	17

* To October 7.

UNITED DAIRIES

Important Western Dairy Company Achieves Success in Two Provinces

United Dairies, whose head office is at Calgary, Alta., has acquired a leading position among western dairy companies. Its operations cover a number of communities in Alberta and British Columbia and a considerable measure of success over a number of years has been reported. Actual details of 1931 are lacking, but the company is still paying its dividends, has no funded indebtedness and is understood to have a strong liquid and financial position.

United Dairies controls 28 creameries and distributing centres in Alberta and British Columbia. It operates Central Creameries, Limited, Crystal Dairy, and Union Milk Co., since 1918. It has 25 plants alone in British Columbia.

Dividends are not only paid on the first preferred and second preferred stock, but an initial dividend of 25c. was paid on January 2, 1930, on 50,000 no par value common shares.

Capitalization—	Authorized	Issued
1st pref. 6½% (Par $100).	$1,000,000	$750,000
2nd pref. 6% (Par $100).	400,000	400,000
Common	50,000 shs.	50,000 shs.

Funded Debt—
None.

Dividend Record—
First preferred, 6½ per cent per annum, cumulative from Jan., 1929; second preferred, 6 per cent cumulative; both payable July and Jan. 1. Common: Initial dividend of 25c. paid Jan. 2, 1930.

Officers and Directors—J. W. Carlyle, pres.; T. M. Carlyle, vice-pres.; E. Richardson, sec.; Dr. T. E. Hays, W. N. Henderson and D. P. Carlyle.

Glass Production in Canada

Glass to the value of $12,191,000 was made in Canada in 1930. There were 62 plants engaged in the manufacture of glass and glass products throughout the Dominion, which gave employment to 3,388 persons. Pressed and blown glass made in seven plants accounted for most of the glass produced, the value of output being $8,673,000.

Candy Chains

JENNY LIND

New Chain Expected to Show Profit for First Year

Conditions have not been conducive to such a rapid expansion of Jenny Lind Candy Shops Ltd. as was first contemplated but the company has finished its first year of operation with 14 stores and shows a profit on operations. Six new stores will be opened in the near future. The first fiscal period of the company will end on December 31 and will cover some 15 months of operation. Peak sales are anticipated for the Christmas season.

The company owns a three-story studio in Toronto. All of the stores now operating are in Toronto with the exception of one in Hamilton. Of the six stores to be opened, two will be in Toronto and four in other Ontario cities. When $200,000 of preferred stock is paid up it is expected that the company will have sufficient funds to extend the number of stores materially. Preferred dividends have not as yet been paid.

Capitalization—	Authorized	Issued
Pref. 7% .... (Par $35).	$315,000	$255,000
Common .... (No par value).	40,000 shs.	30,000 shs.

Funded Debt—
None.

Dividend Record—
Preferred—7 per cent per annum, payable semi-annually, Mar. and Sept. 30. No dividend may be paid on common until surplus is sufficient to pay 2 full years' dividends on preferred.

LAURA SECORD

Expected to Earn About $5 Per Share—Prices Are Reduced

The fiscal year of Laura Secord Candy Shops, Ltd. closed on September 30 and the annual report, shortly to be forthcoming, is expected to show some reduction in sales and earnings as compared with the previous year. Earnings per share on the common stock are expected to be around $5 which covers the annual dividend rate of $3 per share by a good margin. Price of the company's candy has been reduced from 60 cents to 50 cents per pound since the beginning of the new fiscal year and this is expected to increase unit sales.

The balance sheet of the company is published quarterly and shows a strong liquid position with investments in government, municipal and public utility bonds at some $1,155,000 and an extremely high ratio of current assets to current liabilities. Surplus has been built up at the rate of some $250,000 per year for the past few years and the company has no liabilities, other than current items, except the common stock. The company holds a minority interest in Fanny Farmer Candy Shops, Inc., which is operated in the United States along the same lines and by the same management.

The company operates 74 stores of which 27 are in Montreal, 26 in Toronto and the remainder in the principal cities in Ontario and Quebec.

Capitalization—	Authorized	Outstanding
Common ...... (No par value).	*57,464 shs.	57,464 shs.

The preferred has all been converted into common.

*Only 35,000 shares were originally authorized, but provision was made for issue of 22,500 additional shares to provide for conversion of preferred stock.

Funded Debt—
None.

Dividend Record—
Preferred—7 per cent, cumulative from Dec. 1, 1926; payable quarterly, Jan., April, July and Oct. 1. Initial dividend of 2 1-3 per cent for the four months ended March 31, 1927, paid April 1, 1927. Paid regularly to date.
Common—$8 per annum, payable quarterly, Mar., June, Sept. and Dec. 1. Quarterly dividends at the rate of $2 per annum were paid regularly from Dec. 1, 1928, to Sept. 1, 1929, inclusive. On Nov. 4, 1929, the rate was increased from $2 to $3 per annum, with payment of 75c. per share on Dec. 1, 1929.

Officers and Directors—
Officers—Frank P. O'Connor, pres.; J. D. Hayes, 1st vice-pres. and gen. mgr.; W. J. O'Connor, 2nd vice-pres.; C. P. Moher, 3rd vice-pres.; C. H. Ellston, sec.-treas.
Directors—Frank P. O'Connor, J. D. Hayes, C. H. Ellston, C. P. Moher, Toronto; A. A. Audette, Montreal.

COMPARATIVE INCOME & SURPLUS ACCOUNT
Years Ended Sept. 30

	1930 $	1929 $
Gross sales	2,166,650	2,298,909
Net profit†	379,754	379,765
Less: Res. for equaliz. of costs	......	40,000
Net profit	379,754	339,765
Less appropriations:		
Pref. divds.	2,660	43,482
Com. divds.	168,913	77,234
Surplus for year	208,181	219,048
Add: Prev. surplus ..	500,246	281,198
Res. for equal. of costs w/b	80,000	......
Bal. car. forward ...	788,427	500,246

†After all operating expenses and provisions for bonus, depreciation, income taxes, depreciation in market value of bonds and reserve against investment in associated company.

Earnings per Share and Dividend Record—		
Pref.: Earned	$3,164.62	$61.78
Paid	7.00	7.00
Com.: Earned	6.56	7.22
Paid	3.00	2.00

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Common ...	46	33	48	30	57	40

*To Oct. 13.

FANNY FARMER

Chain of Candy Shops in U. S. Continues to Make Progress

Fanny Farmer Candy Shops Inc. operates in the United States, a business similar to that of Laura Secord Candy Shops, Ltd., both companies being under the same management. Laura Secord Candy Shops Ltd. does not control the Fanny Farmer chain but holds a substantial stock interest.

Fanny Farmer stores approximate 145 in number and are located in the states of New York, Massachusetts, Rhode Island, New Jersey, Pennsylvania, Ohio, Minnesota and Wisconsin. Sales in the current year are running below sales in 1930, but it is reported that preferred and common dividends are being earned by a good margin with the peak period of sales for the year yet to come.

Capitalization—	Authorized	Outstanding
Pf. cum. (n.p.v.)	45,000 shs.	*17,596 shs.
Com. (n.p.v.)	100,000 shs.	100,000 shs.

*Outstanding in hands of the public. In addition, the corporation has purchased and registered in its own name, 6,290 shares

INCOME AND SURPLUS ACCOUNT
Years Ended December 31

	1930 $	1929 $
Total sales	3,841,034	4,068,258
Less: Oper. exp., costs and depreciation ..	3,433,225	3,538,597
Net earnings	407,809	529,661
Less: Res. for taxes ..	66,810	85,541
Net profit	340,999	444,120
Less appropriations:		
Pref. sink. fund ...	52,261	50,236
Pref. divds.	42,906	48,953
Com. divds.	100,000	100,000
Cost of pref. shares purch. and regis. in cos. own name * ..	2,520	214,058
Surp. for year	142,952	30,873
Add: Prev. surp.	1,182,003	1,151,130
Bal. car. forward	1,324,955	1,182,003

* 84 shares in 1930 and 6,206 in 1929.

Earnings per Share and Div. Record:		
Preference:		
Earned *	$16.39	$20.44
Paid	2.40	2.40
Common:		
Earned	2.45	3.45
Paid	1.00	1.00

* After deduction of preferred stock sinking fund.

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Com.	18	9¾	21½	10	37	17
Pref.	34	28	32¼	28⅜	33½	30

* To October 8.

Dividend Record—
Preferred—$2.40 per annum, cumulative, payable Jan., April, July and Oct. 1. Paid regularly since July 1, 1926.
Common—Present rate $1 per share per annum, payable quarterly, Jan., April, July and Oct. 1. Paid regularly since April, 1928.

Officers and Directors—
Officers—Frank P. O'Connor, pres. and chairman; J. D. Hayes, 1st vice-pres.; W. J. O'Connor, 2nd vice-pres.; C. P. Moher, 3rd vice-pres.; C. H. Ellston, sec.-treas.
Directors—Frank P. O'Connor, chairman; J. D. Hayes, Toronto; C. H. Ellston, M. I. Farrell, J. P. Hogan, Rochester.

Wholesale Grocers

NATION'L GROCERS

Unit Volume of Sales is Maintained — Current Position Good

Losses on inventories taken by National Grocers Co. during the fiscal year ended June 30, 1931, reduced net earnings below the amount shown in the previous year. Lower prices of commodities reduced the dollar volume of sales below that of 1930, although physical volume increased. The company, in its recent annual report, showed some decrease in working capital, but the ratio of current assets to current liabilities of 3.69 to 1 was higher than in any previous year with the exception of the year ended June 30, 1930.

Formed in 1925, the company acquired 23 wholesale grocery firms operating in Ontario and has since added to this number. It operates 28 wholesale jobbing branches and warehouses. The company supplies the Red & White chain of retail stores in Ontario.

Capitalization—	Authorized	Outstanding
Com. (n.p.v.) ..	300,000 shs.	295,852 shs.
2nd pfd. 7% cum. ($100 par).	3,500,000	2,953,200

Funded Debt—
6½ per cent sinking fund gold notes, due 1932, outstanding $1,309,500.

Dividend Record—
2nd Preferred—7 per cent per annum, cumulative from Aug., 1925, payable quarterly, Jan., April, July and Oct. 1. Initial dividend of 1¾ per cent paid Jan., 1929, with similar payments July 1, 1929, Jan. 1, 1930, July 1, 1930. No dividends paid from that date until 1¾ per cent paid Oct. 1, 1931. As at June 30, 1931, dividends were in arrears approximately 35 per cent.
Common—None paid.

Officers and Directors—
Officers—A. M. Woolnough, chm. of board; A. Foster, pres. and gen. mgr.; J. Medland, vice-pres.; T. H. Kinnear, sec.-treas.
Directors—A. M. Woolnough, A. Foster, J. Medland, T. H. Kinnear, Toronto, Ont.; M. D. Lemon, W. G. McLauchlan, Owen Sound, Ont.; A. J. Major, Ottawa, Ont.; J. H. Simpson, Guelph, Ont.; Hon. George Gordon, North Bay, Ont.; D. Blain, Toronto; H. D. Whitehouse, Chicago, Ill.

INCOME AND SURPLUS ACCOUNT
Years Ended June 30

	1931 $	1930 $
Net earnings	567,064	620,587
Less: Depreciation ..	121,504	120,156
Bond interest	95,337	104,959
Prov. for inc. tax .	40,919	29,824
Bond disc. & organ. expenses	48,000	48,000
Net profit	261,304	317,648
Less appropriations:		
First pref. divds. ..	26,734	48,972
Second pref. divds..	......	103,362
Surplus for year	234,570	165,314
Add: Prev. surplus .	562,798	452,716
Less:		
Prem. on 1st pref. red.	56,656	......
Sale of Church St. property	52,976	......
Prior year adjust. . } Loss on equip. sold }	21,691	35,102
Trans. to conting. res.	31,869	20,130
Balance carried for'd.	634,176	562,798
Times Bond Interest Earned—		
After deprec.	4.67	4.77
Earnings per Share and Dividend Record—		
1st pref.: Earned .	....	$53.76
Paid	$8.00	8.00
2nd pref.: Earned.	7.94	9.10
Paid	Nil	3.50
Common: Earned*.	0.09	0.21
None paid.		

*After deducting full year's second preference dividends.

WESTERN GROCERS

Shows Increased Unit Volume in Western Canada

Western Grocers Ltd. operates a wholesale grocery business which extends from western Ontario to British Columbia with 18 branches and warehouses. The company is affiliated with the Red & White chain of retail grocers which retails its products. The head office and central warehouse is located at Winnipeg, but warehouses are also maintained in principal cities of the west.

In 1930, net earnings of the company showed some decrease, the first for a number of years, but this was due to lower commodity prices and losses incurred on inventories with the removal of the sales tax and the duty on tea. Although earnings were lower the unit volume of sales increased in 1930, and at the end of that year the ratio of current assets to current liabilities at 2.23 to 1 was the highest in the history of the company.

Capitalization—	Authorized	Outstanding
Pref. 7% cum. .. ($100 par).	$2,500,000	[illegible]
Com. (n.p.v.) ...	30,000 sh.	16,943 sh.

Funded Debt—
None.

Dividends—
Preference—$7 per annum, cumulative, payable Jan., Apr., July and Oct. 15. Paid regularly since 1926.
Common—A dividend of $1 per share was paid March 15, 1927. None since.

Officers and Directors—
Officers—W. P. Riley, pres.; W. H. McWilliams, vice-pres.; Eben Govan, sec.-treas.; W. S. Graham, asst. sec.-treas.
Directors—W. P. Riley, W. H. McWilliams, H. W. Hutchinson, F. O. Fowler, Winnipeg.

INCOME AND SURPLUS ACCOUNT

	1930 $	1929 $
Net earnings†	133,777	[illegible]
Less:		
Deprec. on equip...	14,189	[illegible]
Deprec. on bldgs. ..	21,574	[illegible]
Res. for taxes	8,000	[illegible]
Net profits	90,014	[illegible]
Less appropriations:		
Pref. divds.	83,601	[illegible]
Surplus for year	6,413	[illegible]
Add: Prev. surplus ..	371,799	309,401
Inc. tax refund ...	95	......
	378,307	371,799

†After deducting all operating expenses, interest paid on bank and mortgage loans and making provision for bad and doubtful accounts.

Earnings per Share and Dividend Record—		
Pref.: Earned	$7.54	$12.11
Paid	7.00	7.00
Common: Earned .	0.38	[illegible]
Paid	....	....

Market Record—

	*1931 H	*1931 L	1930 H	1930 L	1929 H	1929 L
Common ...	17	10	23	17	38	20
Preferred ...	55	40	68	45	[illegible]	70

*To Oct. 13.

Canadian Clay Products Industry

The value of the products of the clay and clay products industry in Canada in 1930 was $12,737,540. Production from domestic clays includes the manufacture of refractories, brick, structural tile, floor tile, drain tile, sewer pipe and pottery, while production from imported clays includes the making of porcelain insulators, refractories, earthenware, pottery and ceramic floor and wall tile. There were 205 firms in Canada engaged in this industry.

City Dairy

City Dairy Co., Limited
The Drimilk Co., Limited
City Dairy Farms, Limited

Head Offices at Main Dairy Plant at Spadina Crescent, Toronto

Other Plants of the Company at:
WOODSTOCK
EMBRO

Plants of our Subsidiaries at:
COURTLAND
SIMCOE
LISTOWEL
STRAFFORDVILLE
NEW LOWELL
VILLA NOVA
PRINCETON

Branch Offices and Warehouses at:
MONTREAL, QUE.
WINNIPEG, MAN.
VANCOUVER, B.C.
SAINT JOHN, N.B.
LONDON, ENGLAND

S. J. MOORE ESQ.
Chairman of the Board

LT. COL. C. M. RUTTAN
President

Contributing to Canadian Progress

CANADA'S
LARGEST
RETAIL GROCERS
— AND —
THE LARGEST
CANADIAN
RETAIL
GROCERS

CANADA'S LARGEST
DOMINION
STORES
LIMITED
RETAIL GROCERS

KEEP THE
CANADIAN DOLLAR
CIRCULATING
IN CANADA
BUY AT
DOMINION STORES
QUALITY
CANADIAN
MERCHANDISE

50 Additional Stores in 1931

THE policies which have builded Dominion Stores from a small chain of fifteen stores in 1919 to more than 575 stores to-day have enabled this company *to maintain and enlarge its facilities* during the present difficult period for business in general.

Dominion Stores to-day, as for a number of years past, is Canada's largest food chain, in number of units as well as in gross volume of sales.

Concrete evidence of the company's contribution to the nation's prosperity in the present year is the fact that no less than 50 additional stores have been opened since January 1st; the company's payroll is the largest in its history and its weekly and monthly disbursements for inventory and expenses are greater than ever.

Such leadership can be achieved only through goodwill of the buying public — a goodwill built on the foundation of business character and public service — a lasting goodwill accomplished through strict adherence to the original "Canada First" policy of the Company.

Dominion Stores' policy has been to offer a wide preference to Canadian and British products. Only those items which are unseasonable, or which the Dominion herself cannot provide, are imported from outside.

The Company is manned wholly by Canadians or British born.

Price declines in food commodities are passed on to the consumer within the smallest possible space of time.

All merchandising efforts are towards the most economical distribution of quality foodstuffs.

An exclusively Canadian Company with a Canadian Payroll and furthering the purchase of Canadian Goods.

DOMINION STORES LIMITED

"Our Address is 'Everywhere'"

In Ontario, Quebec and the Maritimes

Toronto, 108 Stores—Windsor, 24 Stores—Hamilton, 26 Stores—Ottawa, 25 Stores—London, 12 Stores—Elsewhere Throughout Ontario, 173 Stores—Montreal, 130 Stores—Quebec, 6 Stores—Elsewhere in Quebec Province, 44 Stores—Maritimes, 27 Stores—Total, 575 Stores

No Stores Outside of Canada—A Purely Canadian Institution—Head Office: Toronto

Insurance for Buyer and Seller

AGENTS SUGGEST INCREASED FEES AND ALSO EXAMS

Chain Store Evil Also Under Discussion at Convention

Agent's qualification laws and the chain store evil were major topics of discussion when over 400 members of the Ontario Fire and Casualty Insurance Agents' Association met in Toronto last week. Important suggested changes in the association's constitution were discussed and passed on to the incoming executive for action, including a recommendation that company officers and inspectors be admitted to membership in the association as associate members, and that applications for membership in the association be now permitted to be handled through local associations in addition to being handled through the central body, as is at present the case.

In the matter of qualification of agents, the association declared itself in favor of an examination of all applicants for an insurance agent's license and instructed its incoming executive to urge such action on the part of the attorney-general of the province. This discussion arose from the recommendations of Mr. Justice Hodgins who urged that such steps be taken when he brought in his report on automobile insurance in the province some time ago. The association will ask that they be consulted in the drawing up of any regulation of this nature by the province.

Urge Higher Fees

Tied up with this qualification law the agents expressed themselves as favoring an increase in fees for fire and casualty agents. The present fee is $3 and figures anywhere up to $100 were mentioned by the convention as being a suitable charge. The increased revenue would be used to defray the expenses incurred by the province in holding examinations and in administration of the agency regulation throughout the province.

Another subject under discussion was the chain store evil as applied to the insurance business. The chain store problem in fire and casualty business is nothing more or less than the operation by certain companies throughout the province of branch offices rather than an agency system of operation. The association decided that the remedy lay in the hands of the agents themselves and that if agents objected to this method of doing business about the only thing that could be done would be to link up with companies that carried on an agency rather than a branch office organization.

Addresses Heard

During the convention the agents heard addresses from Albert Dodge, of Buffalo, N.Y., chairman of the executive committee, National Agents' Association of the United States, who spoke on "Chain Store Methods in the Fire and Casualty Insurance Business; R. Leighton Foster, superintendent of insurance in Ontario who discussed recent developments in automobile insurance legislation and Thos. C. Moffatt, of Newark, N.J., who talked on "Overproduction."

Officer elected were as follows: honorary president, Cecil Bethune, Ottawa; president, H. E. Rose, St. Catharines; vice-presidents; John T. Truman, Hamilton; C. H. Denton, Tillsonburg; Don W. Fleming, Windsor, and secretary-treasurer, Charles Priestman, Toronto.

Warns Life Underwriters Against Rate-Cutting Evils

The evils of rate-cutting and bargain policies in the United States were condemned by Horace H. Wilson, of the Equitable Life of New York in an address given before the Toronto Life Underwriters last week

The GREAT-WEST LIFE
ASSURANCE COMPANY
HEAD OFFICE -- WINNIPEG
Assets
Over $120,000,000
Insurance in force
Over $600,000,000

FIRE · MARINE · AUTOMOBILE · ACCIDENT · SICKNESS · BURGLARY · GUARANTEE
BRITISH CANADIAN INSURANCE COMPANY
ESTABLISHED A.D. 1917

Ordinary Life Insurance*

	1926	1927	1928	1929	1930	1931
January ..	$33,907,000	$36,986,000	$47,569,000	$49,739,000	$45,074,000	$41,188,000
February .	34,744,000	35,525,000	39,962,000	47,140,000	43,925,000	40,180,000
March ...	40,483,000	42,883,000	44,823,000	48,066,000	49,047,000	46,945,000
April	37,346,600	41,631,000	46,718,000	51,842,000	51,649,000	45,648,000
May	37,703,000	44,553,000	49,581,000	50,547,000	48,871,000	41,314,000
June	44,634,000	45,298,000	51,844,000	53,402,000	54,168,000	46,227,000
July	40,101,000	39,362,000	49,492,000	54,809,000	46,505,000	39,977,000
August ...	36,010,000	38,360,000	43,503,000	41,329,000	36,249,000	35,738,000
Sept.	34,878,000	35,000,000	38,872,000	43,013,000	38,994,000	30,066,000
October ..	40,226,000	48,104,000	55,743,000	50,894,000	44,527,000	
Nov.	44,251,000	44,935,000	54,865,000	55,624,000	46,186,000	
Dec.	46,777,000	48,899,000	56,647,000	54,189,000	49,026,000	

Total, First Nine Months, 1931 .... $367,283,000
Total, First Nine Months, 1930 .... $414,482,000

Decrease, First Nine Months, 1931 (11.4%) $47,199,000
Decrease, September, 1931, from September, 1930 .... 22.9%

*Companies having in force 80 per cent of total outstanding business in Canada as at Jan. 1, 1931. New paid for, ordinary business only. Figures include both Canada and Newfoundland and are prepared by Life Insurance Sales Research Bureau, Hartford, Connecticut.

WOOD SHINGLES BAN IS LIFTED BY UNDERWRITERS

U. S. National Board Will Permit Use of Certified Product

Removal of the restriction on the use of wooden shingles for roofing as effected by a recent appendix to the building code of the U. S. National Board of Fire Underwriters, has caused general satisfaction among lumbering concerns in British Columbia.

By this revision the fire underwriters permit the use of high-grade edge-grain shingles in non-congested areas within city limits wherever the city itself is willing to sanction them, so long as shingles measure up to certain requirements. An approved standard has been worked out by the Red Cedar Shingle Bureau to comply with the requirements of U. S. commercial standards for red cedar shingles, and the bureau issue a certified label guaranteeing the product of manufacturers agreeing to conform. It is reported that about twenty of the leading firms in British Columbia as well as a very large percentage of those of Washington and Oregon have agreed to carry out the changes sponsored by the bureau, and anticipate a continuously increasing demand.

Specifications of the standard adopted by these firms eliminate the 6-2 inch shingle and promote the use of first-grade edge-grain 5/2 inch product.

C. F. U. A. Not Following

Officials of the Canadian Fire Underwriters' Association express some surprise at the lifting of the ban, though admitting that the difficulty of sustaining it has probably been more pronounced in the western province which is the home of the industry. They point out that in the east there are many composition shingles available, the fire risk of which is acceptable to insurance companies and contemplate no change in the C. F. U. A. code. Even the amended clause in the N. B. F. U. code is accompanied by the statement that wooden shingles, due to poor quality and improper construction of the roof, coupled with poor nails causing warped, cupped and loose shingles, and their ignitability under such conditions, have in the past materially aided in the spread of conflagrations. This condition is common in old shingles of most grades used in the past twenty-five years.

It further states that any grade of wooden shingles should be prohibited in the fire limits and similar congested areas, and points out that too much importance cannot be placed on proper construction of the roof-deck and the quality of nails fastening the shingles to the deck.

The amended section in the N. B. F. U. building code reads as follows:

(e) Outside the fire limits, dwellings, private garages and barns, separated by at least twelve feet from other buildings may be roofed with approved vertical grain or edgegrain wooden shingles. The combined thickness of each five shingles measured at the butts shall be not less than two inches. The exposure of such wooden shingles to the weather shall not exceed, on roofs greater than one-third pitch, five inches for 16-inch shingles, five and one-half inches for 18-inch shingles, and seven and one-half inches for 24-inch shingles; nor, on roofs with less than one-third pitch but not less than one-quarter pitch, four inches for 16-inch shingles, four and one-half inches for 18-inch shingles, and six and one-half inches for 24-inch shingles. Such shingles shall be firmly nailed to the roof deck with non-corrodible and rust-resistive nails according to accepted good practice. Unless otherwise specified by ordinance or duly promulgated rules, the American lumber standards established in Simplified Practice Recommendation R 16-29 of the U. S. Department of Commerce, shall be accepted as means of establishing the grade of shingles.

September Life Sales Show Decline from '30

Sales of ordinary life insurance in Canada and Newfoundland for September as reported by Canadian companies reporting to the Life Insurance Sales Research Bureau of Hartford, declined $5,700,000 as compared with August, and were 22.9 per cent less than in September, 1930. For the first three-quarters of the year, total sales to-date are only 11.4 per cent below the same period in 1930 which may be considered an excellent record in view of general business conditions.

The figures cover Canada and Newfoundland and are based on returns from 15 companies having in force 80 per cent of the business done in these two dominions.

Sales by provinces for the month of September were: Alberta, $1,450,000; British Columbia, $2,191,000; Manitoba, $1,933,000; New Brunswick, $854,000; Nova Scotia, $1,337,000; Ontario, $11,664,000; Prince Edward Island, $149,000; Quebec, $8,820,000; Saskatchewan, $1,435,000; Newfoundland, $233,000. Total, $30,066,000.

Montreal Institute Announces Syllabus

Courses in both fire and casualty insurance are announced by the Insurance Institute of Montreal in its 1931-32 syllabus, recently issued.

The fire section consists of three parts. The first part is fundamental in character, taking up the history and principles of fire insurance; the contract, statutory conditions; office practice, premiums and rebates; history and development of schedule rating; and building construction, materials and their uses. The second part, relating to common hazards, policy wordings, plan drawing, schedule rating, electricity, chemical hazards, and building constructions, will not commence until next January.

The courses in part three will be given this year for the first time to enable last year's students to continue their work. The classes for this part will be held in the class room of the institute each Monday during the months of October, 1931 to April, 1932, inclusive.

The first part of the casualty section is general, covering nature and basic principles of insurance of persons and property against loss by accident, principles of the law of negligence as a basis for liability insurance, personal accident and sickness insurance, and plate glass insurance. Class meetings for part two dealing with more advanced subjects, will not commence until next January. The part three classes, open to students who have passed parts one and two in their entirety, will be held during October, 1931, to April, 1932, inclusive.

Mt. Royal Assurance Will be Wound Up

From Our Own Correspondent

MONTREAL.—Arrangements have been made to wind up the Mount Royal Assurance Co. of Montreal and a special meeting of shareholders has been called to consider the matter. If the recommendation is carried out it is the intention to reinsure the business of the company and, subject to approval, to establish under the present management the Mount Royal department of a company in the Great American Assurance Co. group, which will carry on the agency organization in business.

When organized, the Mount Royal Assurance Co. was largely a non-tariff organization but in recent years has been handling its business mostly on regular tariff basis. It was formed by a group headed by Hon. H. D. Rainville which some years ago sold out to control of the Great American Assurance Co.

Directors are recommending the present step on the grounds that the volume of business of the company is not commensurate with the amount of capital engaged and that it is in the interests of shareholders that the company be voluntarily wound up.

Guarantee Co. of N. A. Seeking Wider Powers

From Our Own Correspondent

MONTREAL. — Guarantee Co. of North America is giving notice of a special meeting of shareholders to be held November 19 next, to empower the directors to apply to the Department of Insurance at Ottawa for authority to transact burglary, forgery, fraud, loss of or damage to personal property, inland marine, inland transportation, and plate glass insurance in addition to guarantee insurance.

According to H. E. Rawlings, the president of the company, it is not the intention of the directors, at the present time, to avail themselves of the authority other than to be prepared to place the company in a position to give such a coverage, when necessary, in or with its fidelity bond, or re-insurance treaties when acquiring or renewing desirable business.

Insurance Advertising Small

That insurance companies took in more in annual premiums than motor car manufacturers did in sales returns, yet spent on advertising only one-thirtieth of the amount spent by the automobile industry, was a statement made by Walter P. Burns, eastern manager of the American Newspaper Publishers' Association bureau of advertising at the Insurance Advertising Conference in Toronto recently.

Heads Agents

H. E. ROSE

Of St. Catharines, newly elected president of the Ontario Fire and Casualty Insurance Agents Association.

"Eye-Appeal" Selling in Insurance Advocated

Adaptation of "eye-appeal" or visual presentation to life insurance salesmanship is advocated by A. Mackenzie, manager of agencies of Manufacturers' Life Insurance Co. Writing in the October agency bulletin of that company. Hundreds of years ago, says Mr. Mackenzie, Leonardo da Vinci said: "The eye giveth to man a more perfect knowledge than the ear. That which is seen is more authentic than that which is heard." More recent observations disclose the fact that 83 per cent of the impressions received by the mind come through the eyes.

Since life insurance is an intangible service, it is essential, says Mr. Mackenzie, that some method be found to illustrate visually the benefits it provides. The average prospect is continually approached by salesmen of various kinds and, by experience, he learns to discount sales talk, yet many underwriters still depend entirely on what they say to demonstrate the value of life insurance. A graphic illustration will focus a prospects mind on the story and serve to emphasize the salient features of the proposition.

Licenses Issued

Department of Insurance, Ottawa announces that a license has been issued to:

Sun Insurance Office Ltd.—To write fire, accident, automobile, burglary, explosion guarantee, inland transportation, plate-glass, sickness, sprinkler leakage, tornado, hail (other than damage to growing crops), and earthquake insurance.

Pacific American Fire Insurance Co. of Los Angeles, Cal., has entered the fire underwriting field in the province of Quebec under the management of Dale & Co., Ltd., Montreal. This company has held a Dominion license for over a year, but has heretofore confined its operations to British Columbia. B. G. D. Phillips, manager of the Vancouver branch of Dale & Co. is the chief agent of the company in Canada.

Quebec Official Gazette advises the following licenses issued for that province:

Niagara Fire Insurance Co.—License extended to include insurance against damage to buildings and property caused by motor vehicles.

Atlas Assurance Co., Ltd.—Quebec license extended to include inland transportation.

Wawanesa Mutual Insurance Co.—Licensed in Quebec to transact fire, automobile, tornado, sprinkler leakage and explosion insurance, and insurance against loss or damage to property other than growing crops by hail.

Insurance Inklings

Among the Canadian life insurance companies sending executives and department managers to the recent conference at Pittsburgh, Pa., were the Canada Life Assurance Co., the Confederation Life Association, the Imperial Life Assurance Co., and the Sun Life Assurance Co. of Canada.

RALPH RAPHAEL has joined the Toronto branch organization of the Manufacturers' Life Insurance Co. Mr. Raphael was formerly vice-president and general manager of H. & A. Saunders, Ltd., jewellers, of Toronto.

T. D. HUTCHINS, who for the past five years has been associated with Shaw & Begg Inc. in their Montreal branch will in future act as special agent for that company.

Current Events in Banking World

THINKS PUBLICITY VITALLY NEEDED BY BANK SYSTEM

Failure to Take Clients Into Confidence Cause of Ill-will

FAVORS CAMPAIGN

Bank Manager Would Use Bank Windows, Newspapers, and Pamphlets to Tell Story

By An Ontario Bank Manager

Recently I overheard a well-known Toronto business man objecting to paying exchange on a cheque because, as he said, "The bank has the use of the cheque while it is in transit."

Obviously he had the cart before the horse but then don't we all get a bit confused with the details of business with which we have only casual acquaintance? And surely there is not a banker who has not tried to pacify an indignant customer who has declared that he would take his business to another bank unless he could be telephoned when cheques were presented or be allowed to overdraw his account.

Need for Publicity

These are not exaggerated cases. A little reflection will bring to mind many such arising from a wrong understanding of banks' functions and responsibilities and of the factors entering into the cost of their operations. The remedy, of course, lies in more information and an opportunity is here for any or all of the banks to break some new ground and to reap a harvest of goodwill and increased business therefrom while, at the same time, carrying out a constructive publicity campaign.

Bank publicity, to date, has been so solemnly restrained and dignified that much of it, one would judge, makes little impression upon the average mind. The bank windows, for example; what do they display? Capital, $20,000,000. Reserve, $30,000,000. Savings Department—Letters of Credit—Foreign Exchange. Do the people who need letters of credit have to be told that the banks sell them? Does anyone require to be told that there is a savings department in every Canadian bank? Is a purchaser of foreign exchange likely to go to a hardware store for it? Not very likely.

But—(and here is where advertising media could work overtime) what about the man who wants to borrow seventy-five dollars and can offer no security? What about the tradesman who is invited to pay two dollars per month to operate his account when he thought he was conferring a favor upon the bank by keeping his account there? Could not publicity be used to advantage in informing these men?

The pickle manufacturer who applied to her banker for a loan of $200, having assets of $25 against liabilities of $200; the garbage collector who wanted a hundred dollars to buy a new horse and had only a second-hand model "T" Ford and a few household effects, could both be told why the bank's money was not available to them but for every one such who has the courage to ask for a loan there are a dozen who feel that the banks lend money only to brokers and corporations, financiers and big business generally and that their services and facilities are not for the common herd. Do they misjudge the banks or do the banks do themselves injustice by not making themselves, their facilities and their functions known?

Last Summer's Experience

Some surprise was expressed last summer when leading bankers explained through press interviews why unlimited credit could not be placed at the disposal of Western farmers. A Toronto paper said at that time: "The banks have climbed down from their exalted aloofness and favored the public with the reason why they are not throwing their depositors' money out to everybody who wants to borrow it. Their business is, of course, lending money but before they hand it out they want to be reasonably sure it is coming back." Undoubtedly these interviews were good business but how much better it might be if a continuous campaign of publicity were carried on in newspapers, magazines, show-windows, pamphlets, radio and elsewhere which would acquaint the public at large of the place in the community which its banks can fill and of the intimate workings of what, to many, is a most obscure business.

What are some of the features of bank operation that could stand elucidation? Well, overdrafts for example. The bank's point of view is that, unless there are special arrangements made, the customer has not the right to order it to pay money which he has not deposited to his credit. The bank holds that if a customer wishes to borrow money he should make the necessary arrangements with the bank manager and sign the usual promise to pay. But the average depositor does not know anything about these arguments. His view is that he has been doing business with a certain branch for several years and that, in declining to trust him for $25 until Saturday the bank is showing little appreciation of his custom and is discriminating against a small depositor because of his insignificance. If customers better understood how banks do business and what is involved in the various transactions and regulations they would make fewer demands that their bankers cannot meet. The result would be more goodwill all round. An arresting little booklet distributed by The First National Trust and Savings Bank of Spokane, Washington, is entitled "I talk back to my banker and learn something about overdrafts." It very well illustrates a type of educational literature which might be widely distributed to advantage in this country.

Miscellaneous Charges

Then there is the matter of miscellaneous charges. Many people would be interested in knowing what processes go on in the banks that occasion these various commissions, etc., which they are invited to pay. How illuminating it has been to some of us to watch moving-picture projectors at various exhibitions and in show rooms depicting the intimate details of manufacture and processing, post-office routine, aerial forestry patrols, etc. We are told that visual impressions are the strongest and the most permanent . . . Well, the average bank has from two to six plate glass show-windows which seldom do anything but let in light. It is pitiful to see the feeble attempts sometimes made at utilizing them for advertising purposes. Perhaps the most futile are those in which framed displays are camouflaged behind rows of gold-leaf lettering about capital and reserves and what-not.

Striking examples of educational publicity are afforded by the Northern Electric Company Limited whose newspaper and magazine displays initiate us into the mysteries of telephone communication, otherwise incomprehensible to most of us; by C. G. E. and Westinghouse, who show us the intricacies and care involved in providing the country with electrical apparatus and machinery; by the Metropolitan Life which instructs us in rational health principles (to our profit and theirs). They are not content with the theory, as Stuart Chase expresses it, that "repetition is reputation." They explain why and how they serve the community until we get the impression that they are national service institutions rather than mere commercial enterprises, which, as a matter of fact, they should be, and are.

Forgeries For Example

What fascinating stories could be written about some of the forgeries with which our banks are occasionally victimized. What's the connection? Just this, that every day scores of would-be customers walk out of branch banks, disgruntled and disappointed because they have been refused cash for cheques which they knew (but the bankers don't know) are unquestionably good or because they could furnish no better proofs of their identity than drivers' licenses or liquor permits. If they knew what grief is brought upon the banks and their officers through the cashing of unknown cheques for unknown people their indignation might very well give place to sympathy. They assume that the tellers suspect them of forgery. Perhaps in a few cases they do but in the majority of instances they are simply using ordinary caution and prudence which is made imperative by the fact that there are always forgers and swindlers at large who, like lightning, seldom strike twice in the same place. The banks' case could be made, at the same time, instructive and interesting in booklet form. The experiment might be worth trying.

Similarly, what an interesting series of newspaper advertisements might be prepared by depicting the many ways in which the banks are called upon to assist in the production and marketing of, say, a tin of sardines, or a roll of wrapping paper, or a rubber tire. Few people have any conception of the place their banks fill in their daily lives. They have no idea of the reason why every bank in the Dominion is compelled by law to be open on every business day of the year regardless of fire, epidemic, robbery or any other circumstance, nor do they realize that the country would be crippled with the banks closed even for a few days. Nobody is going to enlighten them unless the banks do, and if they do, the publicity displays are going to be so interesting that they will actually be read.

In Favorable Position

No institutions are in a more favorable position than the banks to arouse the goodwill and sympathy of their clientèle. They can make contacts with and through their clients that will establish them in the affections of the very people who used to view them as they would police stations.

There is no need to labor the subject. One might go into detail regarding exchanges, interest rates, commissions, real-estate loans, collections, twelve per cent dividends, skyscraper head offices, frauds, call loans in New York and a multitude of other subjects which would open up endless avenues of thought for aggressive and constructive publicity committees.

Bank Chat

The Canadian Bank of Commerce announce the following changes in connection with its branches

COMPTON, QUE.—Sub-agency to Coaticook. Will be open for business on Monday, Wednesday and Friday of each week in future.

MARTINVILLE, QUE.—Sub-agency to Coaticook. Closed as from October 8, 1931.

NORTH HATLEY, QUE. — Sub-agency to Ayer's Cliff. Will be open for business daily in future.

WATERVILLE, QUE.—Sub-agency to Lennoxville. Will be open for business on Tuesday, Thursday and Saturday in future.

CANADIAN BANK OF COMMERCE announces that its branch at Pembroke, Ont., was closed on Oct. 15.

C. B. of C. Drops Bonus

Declaring the usual quarterly dividend of 3 per cent last week, payable December 1, The Canadian Bank of Commerce announcement states that the directors consider it sound policy to discontinue for the time being the payment of the customary 1 per cent bonus.

U. F. A. PRESIDENT CLAIMS CANADA IN DEBT BONDAGE

Declares Bank Loans Far Exceed Money Available

"The world today is in pawn to the usurer, and the three golden balls of the pawn broker hang above Canada declaring her in the bondage of debt," said Robert Gardiner, M.P., president of the United Farmers of Alberta, speaking at Magrath, Alta., recently.

Describing the enormous power of the banks Mr. Gardiner stated that almost the whole of the money spread among the people was dependent on loans granted by the banks at interest. He pointed out that if loans in Canada, owed to the bankers, were called in at a certain date there was not sufficient money in existence to pay them. This was a serious situation because the price of goods was determined by the amount of credit in circulation and the power to inflate or deflate currency rested with the banks.

Parliament, which had the power to create banking institutions, had permitted money to become the monopoly of a class, he said. This was not in the best interests of society. Money was the means of exchange and an absolute necessity for producers and consumers. It should be nationalized so that circulation could be controlled in the best interest of the nation.

Mr. Gardiner warned his audience that the present economic situation, with its growing number of unemployed, conscious of the fact that they were asked to starve in the midst of plenty, was a constant incentive to war and revolution. War, he said, would help the banking system in that it would force money into circulation.

Civilization was faced with problems more difficult of solution than ever before, the speaker asserted. The average length of business depression was from nine to eighteen months, whereas the present slump has already been with us two and a half years and no reasonable cause or solution has yet been defined.

Dealing with the currency problem which he believes to be at the root of present troubles, Mr. Gardiner pointed out that there was at any given time a definite volume of goods in existence balanced by an amount of circulating currency.

The only method of bringing commodities within the reach of the people was by the distribution of money which the speaker stressed was not wealth but purely a medium of exchange designed to distribute goods and services.

Weekly Bank Clearings

Eastern Cities

	Oct. 16, 1930	Oct. 15, 1931
Halifax	$ 4,218,242	$ 2,554,886
Saint John	2,496,445	1,734,227
Moncton	986,443	655,629
Quebec	7,013,789	4,574,334
Ottawa	7,961,198	5,288,445
Montreal	151,034,473	86,837,527
Peterboro'	940,177	566,171
Toronto	127,448,424	73,394,264
Hamilton	6,058,199	3,311,946
Kitchener	1,447,764	859,966
Brantford	1,148,180	713,065
London	2,235,884	2,230,980
Chatham	615,279	403,076
Sarnia	637,134	325,125
Sudbury	1,251,538	571,452
Kingston	862,465	659,091
Sherbrooke	936,834	639,146
Wndsor	2,888,284	1,951,881

Western Cities

	Oct. 16, 1930	Oct. 15, 1931
Fort William ...	$ 854,675	$ 506,377
Winnipeg	62,282,356	36,007,395
Brandon	616,777	401,974
Regina	10,197,727	3,749,780
Moose Jaw	1,012,810	473,842
Saskatoon	2,569,675	1,499,953
Prince Albert ...	405,658	275,881
Edmonton	3,073,283	3,340,839
Calgary	8,945,499	4,763,506
Medicine Hat ...	358,512	249,487
Lethbridge	588,710	398,758
Vancouver	17,754,072	11,888,209
New Westminster	767,169	477,963
Windsor	2,898,284	1,951,881

Speculations

LIKE letters of smoke, unwise speculations soon fade and disappear—but a Savings Bank Account is a safe, permanent investment.

Make your Bank Book mark your Progress

The Royal Bank of Canada

8100

LIFE ASSURANCE A FORM OF PROPERTY

Life assurance is as much a form of property as a house, a farm, a bond, or a savings account with these advantages:—

(1) Its present and future values are guaranteed.
(2) It constantly appreciates in value.
(3) Its values are always available in liquid form.
(4) It is property purchased on a strictly one-price-to-all basis.

Any Sun Life Representative will gladly help you to solve your assurance problems.

SUN LIFE ASSURANCE COMPANY OF CANADA
HEAD OFFICE-MONTREAL

THE CANADA NATIONAL FIRE INSURANCE COMPANY
Head Office: WINNIPEG
Toronto Office: 205 Brock Building
Walter J. Steer, Branch Manager
President, J. B. Coyne, K.C., Winnipeg, Man.
1st Vice-President, T. S. McPherson, Victoria, B.C.
2nd Vice-President, Allan S. Bond, Winnipeg, Man.
Applications for Agencies Invited

NORTHWESTERN MUTUAL FIRE ASSOCIATION
SEATTLE, WASHINGTON
HEAD OFFICE FOR CANADA: HAMILTON, ONTARIO
Writing Fire and Automobile Insurance at Cost
Assets $5,010,673.96
ALL POLICIES NON-ASSESSABLE
Paying Dividends ranging from 25% to 40%
BRANCH OFFICES:
Toronto, Ottawa, Vancouver, Victoria, Edmonton, Calgary, Saskatoon, Winnipeg, Montreal, Quebec City, Saint John, Halifax and Charlottetown.

Strength-Stability-Service
Assurances In Force (Dec. 31, 1930)..$492,833,318
Assets $116,662,059
Surplus Funds and Contingency Reserves $12,468,009
A Purely Mutual Company
Every dollar of surplus earnings belongs to policyholders and is either actually paid or allotted as cash dividends or held in trust for future distribution.
The Mutual Life of Canada
Established 1869
THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA
Head Office: WATERLOO, ONT.
F1

PROTECTION

The Independent Order of Foresters is a fraternal benefit society operating under a lodge system and existing for the purpose of affording to men and women the completest protection at the minimum cost. This protection covers practically every phase of family life. In addition to the protection afforded through its Insurance and Sick Benefit Departments, a number of practical fraternal benefits are available to its members.

Reserves—$36,827,055.00 Surplus—$2,680,759.27

Independent Order of Foresters
FRANK E. HAND, Supreme Chief Ranger
HEAD OFFICE: TORONTO, CAN.

Non-Assessable Policies at Lower Rates
Over $230,000.00 deposited with the Dominion Superintendent of Insurance.
It will pay you to write the Fire, Automobile, Plate Glass, Burglary and Windstorm Policies of Western Canada's Oldest Mutual. Inquire.
ASSETS EXCEED $1,500,000.00
Wide distribution of risks. Reinsurance treaties with Lloyds of London, Eng.
PORTAGE MUTUAL INSURANCE CO. MUTUAL SERVICE WITH SECURITY
Dominion License Organized 1884
The Portage la Prairie Mutual Insurance Company
Head Office—Portage la Prairie—STRATTON WHITAKER, Manager
ONTARIO Dominion Bank Bldg., Toronto
BRITISH COLUMBIA Commerce Bldg., Vancouver

Operating in Quebec, Ontario, Manitoba, Saskatchewan, Alberta and British Columbia
FIRE AUTOMOBILE WINDSTORM
Insurance in force over $200,000,000.00
Total Assets over 3,000,000.00
Agents required in Ontario
Write Eastern Branch, 2 Toronto St., Toronto, Ont.
THE WAWANESA MUTUAL INSURANCE CO.
Head Office—Wawanesa, Man.

Bongard & Company
Members:
Toronto Stock Exchange
Montreal Stock Exchange
Winnipeg Grain Exchange
Montreal Curb Market
New York Curb (Assoc.)
Chicago Board of Trade
80 King St. W., Toronto
*Elgin 5381
LONDON, ENG.
NEW YORK
MONTREAL
GUELPH
WINDSOR
KITCHENER

Dominion Foundries & Steel Limited
STEEL PLATE STEEL FORGINGS
STEEL CASTINGS
For Every Purpose
Hamilton Ontario

Municipal Bond News
FOR over forty years this organization has been devoting its efforts exclusively to the publication of accurate State and municipal bond news. Not "flash" items or rumors, but carefully prepared news covering all the technical requirements of the municipal market have been responsible for its recognition as "The Authority on Municipal Bonds" It is, therefore, the logical medium for municipal bond sale advertising.
Daily and Weekly Editions.
THE BOND BUYER
Since 1891
"The Authority on Municipal Bonds"
67 Pearl Street New York, N.Y.

Capital: $1,000,000
Complete Trust Service
covering
Wills and Trusts
Mortgage Loans
Real Estate and Investment
Registrar and Transfer Agents
Safety Deposit Vaults
THE EASTERN TRUST COMPANY
Head Office — Halifax, N. S.
Saint John, N.B. St. John's, Nfld.
Charlottetown, P.E.I.
MONTREAL
212 St. James Street W.

★ ★ ★
Supplements of great value
A plus service with The Financial Post
★ ★ ★

Atlantic Sugar Refineries
LIMITED
Lantic Sugar
General Offices
485 McGILL STREET
MONTREAL
Refineries - Saint John, N. B.

MAPLE LEAF
INDUSTRIAL
ALCOHOL
HIGHEST QUALITY—BEST SERVICE
Ethyl Alcohol—Cologne Spirits, Denatured Alcohol
(ALL FORMULAE)
We maintain a Technical Service Division which stands ready at all times to co-operate to the best of its ability with the Trade.
Canadian Industrial Alcohol Co., Limited
MONTREAL TORONTO WINNIPEG CORBYVILLE VANCOUVER

Dominion Bridge Co.
LIMITED
Montreal, P.Q.
Engineers, Manufacturers and Erectors of Steel Structures
Head Office and Works
Lachine Locks, P.Q.
P.O. Address, Montreal, P.Q.
Branch Office and Works
Amherst Ottawa Toronto
Winnipeg Calgary Vancouver
Sales Offices
Montreal Ottawa
Toronto Winnipeg
Calgary Regina
Edmonton Vancouver

The Financial Post Answers Your Questions Without Charge
As a subscriber to The Financial Post you are entitled to ask questions regarding any investment that you are interested in.
Address your enquiry to The Investment Department when sending in your subscription.
USE THIS COUPON
THE FINANCIAL POST,
153 University Ave.,
Toronto.
Please send me The Financial Post for the next year (52 issues) I enclose $5.00.
Name ....
Occupation ....
Address 831

WEEK'S CANADIAN STOCK AND BOND QUOTATIONS

Montreal, Toronto & Curb Stocks

WEEK ENDING OCTOBER 19

Range 1931 High	Low	Divd. Rate in $	Yield in % Oct. 17		Sales	Close Oct. 12 (or last)	Week Ending —Oct. 19— High	Low	Close
13¾	2½	.	...	Abitibi, c.	220	3¾	3½	3	3½
50	8	.	...	Do. pref.	15	12	10½	8	8
105	80	7	8.7	Do. pref.	....	80½	..	..	..
8	5½	.	...	Agnew Surp. c.	....	7½	..	..	..
88	83	7	8.4	Do. pref.	....	83	..	..	..
6½	2½	.	...	Alta. Pac. Gr.	30	2½	3	2½	3
30	10½	.	...	Do. pref.	40	16	16	15	16
4	3	.	...	Amal. Electric	....	3	..	..	..
18	10	.	...	Do. pref.	....	10	..	..	..
3½	2½	25c	...	Anglo N. Hold.	....	3½	..	..	..
.50	.25	.	...	Asbestos	....	.25	..	..	..
2.00	.45	.	...	Do. pref.	100	.50	.45	.45	.45
9	5	60c	12	Assoc. Brew.	....	5	..	..	..
70½	67	7	9.9	Do. pref.	....	70	..	..	..
10	4	.	...	Assoc. Can.	....	4	..	..	..
69	65	4+50	...	Assoc. Tele.	....	66	..	..	..
37½	12½	.	...	Atlan. Sugar	....	22½	..	..	..
105	79½	.	...	Do. pref.	....	91½	..	..	..
175½	158½	10	6.1	Bk. Can. Nat.	....	164½	..	..	..
303	235	12	5.1	Bk. Montreal	30	235	235	235	235
326	284	16	5.6	Bk. N. Scotia	4	284	284	284	284
238	213	12	5.6	Bk. of Toronto	....	213	..	..	..
24	8½	.	...	Barcelona Tr.	....	15	..	..	..
5½	3½	.	...	Bathurst Pr.	....	3½	..	..	..
5	2	.	...	Do. (B)	....	2½	..	..	..
x26	26	.	...	Bawlf Grain	....	..	..	..	..
25	20	.	...	Do. pref.	....	20	..	..	..
12	6	.	...	Beath & Sons	100	6	6	6	6
20	10	1	9.7	Beatty Bros.	10	10½	10½	10½	10½
80	60	6	9.4	Do. pref.	....	63½	..	..	..
8½	3	.	...	Beauharnois	143	3½	3½	3½	3½
93	85	7	8.2	Belding Cort.	....	85	..	..	..
100	90	7	7.8	Do., pref.	....	90	..	..	..
55	10	.	...	Belgo C.P. pf.	....	10	..	..	..
151⅞	121	8	6.6	Bell Telephone	803	121¼	121⅞	121	121
4½	3	.	...	Biltmore Hats	....	3	..	..	..
65	60	7	10.8	Do., pref.	....	65	..	..	..
x22	14	.	...	Bissell	....	..	..	..	..
x97	88	.	...	Do. pref.	....	..	..	..	..
20	12	2	12.5	Blue Ribbon	30	16	16	16	16
39½	30	3.25	10.8	Do. pref.	10	35	30	30	30
22½	14	2	11.4	Brant. Cd. pf.	....	17½	..	..	..
28½	7⅞	50c(d)	..	Brazilian Tr.	37470	10	13	9½	13
x2	⅞	.	...	Brew. & Distil.	....	..	..	..	..
16½	7⅞	80c	9	Brit. Amer. Oil	3759	9¼	9½	8¾	9
3½	½	.	...	B.C. Packers	215	1¼	1	1	1
22	5	.	...	Do. pref.	....	5⅛	..	..	..
42½	26	2	7.7	B.C. Power	1282	26	26	26	26
18	7	.	...	Do. (B)	....	8	..	..	..
2	1	.	...	B.E. Steel	....	1½	..	..	..
21	18½	.	...	Do. 1st pref.	....	18½	..	..	..
3½	1⅛	.	...	Do. 2nd pref.	....	2⅞	..	..	..
8	4½	.	...	Bruck S. Mills.	....	4½	..	..	..
26	16⅛	2	9.7	Building Prod.	....	20½	..	..	..
44½	29½	3	9.4	Burt, F. N.	....	31¾	..	..	..
146	137	6	4.4	Calgary Pr.	....	137	..	..	..
7⅞	3½	.	...	Can. Bread	25	4	4	4	4
100	87	7	7.4	Do. pref. (A)	....	95	..	..	..
80	55	7	...	Do. pref. (B)	....	63	..	..	..
13½	8½	1	10	Canada Bud.	625	10	10	10	10
18⅞	5	.	...	Can. Cement	10137	5½	5⅞	5	5½
96½	63	6.50	9.7	Do. pref.	241	69	68	66	67
b45	14	3	15.8	Canada Dry	6900	19¼	19¼	17⅛	15
12	10	.	...	Can. Forg. (A)	....	10	..	..	..
x16	5	.	...	Do. (B)	....	..	..	..	..
68	66	3	4.5	Canada Iron	....	66	..	..	..
76	60	6	10	Do. pref.	....	60	..	..	..
650	630	20	3.2	Canada Life	....	630	..	..	..
16½	10⅜	1.50	12.6	Can. Malting	85	11⅞	11⅞	11⅞	11⅞
25½	15	80c	4.1	Can. Nor. Pr.	....	19½	..	..	..
107	104	7	6.6	Do. pref.	....	106	..	..	..
6	½	.	...	Can. Paving	....	½	..	..	..
51	10⅛	.	...	Do. pref.	....	10½	..	..	..
216	190	12	6.3	Can. Perman.	34	190	190	190	190
4.50	.50	.	...	Can. Pr. & Pa.	155	.50	.60	.50	.50
9	3	.	...	Can. Steamsh's	10	3½	3	3	3
27	8	.	...	Do. pref.	50	9	9	9	9
20	14½	1.60	10	Can. Vinegar	30	16	16	16	16
70	54½	4	6.5	Can. W. Cable	190	61	61	61	61
30½	20	1.75	8.4	Do. (B)	....	20¾	..	..	..
16	9¾	.	...	Can. Bakeries	....	9¾	..	..	..
35	31	4	12.9	Do. pref.	....	31	..	..	..
232	196	12	6.1	Can. Bk. Com.	11	196	196	196	196
36½	19	2.50	13.2	Can. Bronze	119	19	19	19	19
110	102	7	6.9	Do. pref.	....	102	..	..	..
13½	8	50c	5.9	Can. Canners	....	8½	..	..	..
92¼	81	6	7.4	Do. 1st pref.	....	81	..	..	..
14	8⅝	80c	8.2	Do. 2nd. pref.	....	9¾	..	..	..
19	4½	1.75	28	Can. Car. & Fy	2420	6¼	6⅜	6¼	6¼
25½	14⅝	1.75	11.8	Do. pref.	1000	14¾	14¾	14¾	14¾
14½	6	.	...	Can. Celanese	....	6	..	..	..
73½	59	7	10.8	Do. pref.	....	65	..	..	..
58	30	4	13.3	Can. Convert.	....	30	..	..	..
x50	45	.	...	Can. Cottons	....	..	..	..	..
55	49	6	12.2	Do. pref.	....	49	..	..	..
36½	23¾	3	12	Can. Dredge	51	25	25	25	25
92	92	7	7.6	Do. pref.	....	92	..	..	..
81⅞	79	6	7.5	Can. Fairb. pf.	....	80	..	..	..
6	5¾	.	...	Can. For. Inv.	....	6	..	..	..
80	70	8	10.4	Do. pref.	....	77	..	..	..
300	200	4	2	Can. Gen. Elec.	....	200	..	..	..
63½	59	3.50	5.9	Do. pref.	242	59	59	59	59
80	52	6	9.1	Can. Hyd. E. p.	66	66	66	66	66
5½	1¼	.	...	Can. Ind. Alc.	1815	1⅞	1⅞	1¼	1¼
3½	⅞	.	...	Do. (B)	73	1	1	1	1
5.00	3.95	.	...	Can. Int. I. Tr.	....	3.95	..	..	..
70	64½	5	7.7	Do. pref.	....	65	..	..	..
42	15	1	...	Can. Lt. & Pr.	....	25	..	..	..
18	18	.	...	Can. Locomo.	....	18	..	..	..
25	10	.	...	Do. pref.	....	10	..	..	..
b4½	1⅛	.	...	Can. Marconi	4100	1⅝	1⅝	1¼	1½
23½	9	1	10	Canadian Oil	20	10	10	10	10
120	95½	8	8	Do. pref.	1	95½	100	100	100
45½	12½	1.25	..	Can. Pacific	4303	16½	16½	15	16½
6½	5	.	...	C. Pr. & Pa. In.	....	5	..	..	..
6½	2⅞	.	...	Can. Vickers	....	3	..	..	..
35	16	.	...	Do. pref.	....	20	..	..	..
6	2½	50c	15.4	Can. Wineries	....	3¼	..	..	..
16	6	1	12.1	Can. Wire Box	....	8½	..	..	..
3	⅜	.	...	Carling Brew.	40	1½	1½	1½	1½
12	12	.	...	Catelli Mac. A.	....	12	..	..	..
5	5	.	...	Do. (B)	....	5	..	..	..
301	290	12+3	5	Cent. Can. L'n	....	300	..	..	..
5.35	1.50	.	...	Chem. Research	400	2.25	2.00	1.90	2.00
20.25	7.00	30c(c)	..	Cities Service	10	8.05	7.50	7.50	7.50
10	3	.	...	Cockshutt Plow	260	4	4	3⅞	4
9	3	.	...	Comm. Alcohol	....	4	..	..	..
9	3	.	...	Conduits	25	4	3	3	3
94	84	7	7.8	Do. pref.	....	90	..	..	..
12⅞	7½	1	12.1	Cons. Bakeries	....	8¼	..	..	..
3	⅛	.	...	Cons. Food Pr.	178	¾	⅜	⅜	⅜
6	3	.	...	Do. (A)	....	3	..	..	..
18⅞	9	80+20c	11.1	Cons. Indust.	25	9	9	9	9
31	23	2	8.3	Cons. Press	....	23	..	..	..
80	62	7	10	Cons. Sand, pf.	....	70	..	..	..
188½	64	2.50†	3.84	Cons. Smelters	218	65	65	65	65
187	180¾	10	5.5	Consumers Gas	3	181½	181½	181½	181½
x35	30	.	...	Cooksville Co.	....	..	..	..	..
x85	85	4	...	Do. pref.	....	..	..	..	..
20½	15	.	...	Corporate Steel	....	15	..	..	..
x90	90	.	...	Corr. P. Box, p	....	..	..	..	..
3	1	.	...	Cosgrave Br.	130	2½	2⅝	2½	2½
9	5	.	...	Cosmos Imp.	....	7	..	..	..
93	65	7	10.3	Do. pref.	....	68	..	..	..
6½	2	.	...	Crown Dom. Oil	160	3	3	2½	3
15	8½	3	...	Crow's N. Coal	....	10½	..	..	..
5	3	.	...	David & Fre. B	....	3	..	..	..
12½	12½	.	...	De Havilland	....	12½	..	..	..
9	9	.	...	Disher Steel	....	9	..	..	..
x18	17	1.50	...	Do. pref.	....	..	..	..	..
12⅞	6⅞	1	14.3	Distill-Seagram	265	7	7	7	7
223	204	12	5.9	Dominion Bank	....	204	..	..	..
55⅝	27	8	11.1	Dom. Bridge	295	27	27	27	27
40	40	.	...	Dom. Coal	....	40	..	..	..
50	15	.	...	Dom. Engineer.	....	18	..	..	..
x14	10	.	...	Dom. Found.	....	..	..	..	..
126	82	7	8.5	Dom. Glass	....	82	..	..	..
125	119	7	5.8	Do. pref.	....	120	..	..	..
20	20	.	...	Dom. Iron, pf.	....	20	..	..	..
11⅞	3½	40c	10	Dom. Motors	....	4	..	..	..
14	10	.	...	Dom. Pr. Stubs.	....	13	..	..	..
24	24	.	...	Dom. Steel, pf.	....	24	..	..	..
8½	1	.	...	Dom. St. & C.B.	1122	2	1½	1	1½
24½	13½	1.20	6.8	Dom. Stores	735	17½	17¾	17	17½
14	5	.	...	Dom. Tar & Ch.	....	5¾	..	..	..
93	79½	6.50	8.2	Do. pref.	....	79½	..	..	..
83	63	5	7.8	Dom. Textile	10	63¾	63¾	63¾	63¾
123	120	7	5.8	Do. pref.	....	120	..	..	..
12	10	.	...	Donnacona	....	10	..	..	..
7	1½	.	...	Dryden Paper	225	3	2	1½	1½
7½	3	.	...	Duff. Paving	....	6	..	..	..
80	68	7	10.3	Do. pref.	....	68	..	..	..
25½	16	1	5	East. Dairies	15	20	20	20	20
20	16	1+1	...	East. Steel	....	16	..	..	..
100	97	7	7.1	Do. pref.	....	98	..	..	..
16	16	.	...	East Koot. Pr.	....	16	..	..	..
97	94⅛	7	7.3	Do. pref.	....	96	..	..	..
x34	28½	2	...	East. Theatres	....	..	..	..	..
x85	80	7	...	Do. pref.	....	..	..	..	..
3½	3¾	.	...	Easy Washer	....	3¾	..	..	..
37	34¾	1.75	4.7	Economic Inv.	....	37	..	..	..
15	15	.	...	Edmonton D'y	....	15	..	..	..
80	78⅝	6.50	8.3	Do. pref.	....	78⅝	..	..	..
8	5	.	...	Enam. & Heat.	....	5	..	..	..
40	28½	3	10.5	Eng. Electric	....	28½	..	..	..
16	5	.	...	Do. (B)	....	5	..	..	..
39½	16	2	11.1	Fam. Players	....	18	..	..	..
33½	18	2	11.1	Do. Vot. Tr.	....	18	..	..	..
18	9¾	1	9.7	Fanny Farmer	....	10¼	..	..	..
34	28	2.40	7.3	Do. pref.	....	32½	..	..	..
x.25	.10	.	...	Federal Distil.	....	..	..	..	..
x83½	75	.	...	Firstbrook Box	....	..	..	..	..
29½	10½	1.20	9.4	Ford Motors A	1474	13½	13½	12¼	13
15	5	.	...	For. Pr. Secs.	....	5	..	..	..
16½	8¼	1	11.1	Foundation Co.	....	9	..	..	..
3	½	.	...	Fraser Cos.	65	1⅛	1	1	1
25	25	.	...	Fron. Brew. pf.	....	25	..	..	..
8	5	.	...	Frost Steel	....	7	..	..	..
96½	85	7	8.2	Do. pref.	....	85	..	..	..
7½	1⅛	.	...	Gen. St. Wares	....	1½	..	..	..
119	70	5+2.50	8.8	Goodyear Tire	....	85	..	..	..
107⅞	94¼	7	7	Do. pref.	28	99½	99½	99½	99½
93½	93½	7	7.5	Gould Pumps p	....	93½	..	..	..
	½	.	...	Gt. W. Saddlery	....	½	..	..	..
8	6	.	...	Do. pref.	....	8	..	..	..
31	20	2	9.5	Gurd, Chas.	25	21	21	21	21
12½	5	40c	8	Gypsum, Lime	460	5	5	5	5
20½	6¾	.	...	Ham. Bridge	....	7	..	..	..
80	63	6.50	10	Do. pref.	....	65	..	..	..
19	13	2	15.4	Ham. Cotton, p	....	13	..	..	..
4½	3	.	...	Ham. U. Theat	....	3	..	..	..
63	55	7	11.7	Do. pref.	....	60	..	..	..
12	4	.	...	Hayes Wheel	....	4	..	..	..
x95	80	.	...	Do. pref.	....	..	..	..	..
x50	50	.	...	Hillcrest Coll.	....	..	..	..	..
x91	91	.	...	Do. pref.	....	..	..	..	..
4	3½	.	...	Hinde & Dauch	....	3½	..	..	..
x120	120	.	...	Holt, Renfrew	....	..	..	..	..
x96½	90	7	...	Do. pref.	....	..	..	..	..
7	3	.	...	Honey Dew	....	3	..	..	..
59	50	7	13.5	Do. pref.	....	52	..	..	..
6	3	.	...	H. Smith Pap.	110	3	3	3	3
45½	30	.	...	Do. pref.	....	32	..	..	..
[illegible]	15	2.40	10.9	Humberstone S	60	21	22	21	22
23½	17	1.40+50	10.5	Hunt (A)	....	18	..	..	..
23¼	18½	1.40+50	10.2	Do. (B)	....	18½	..	..	..

Range 1931 High	Low	Divd. Rate in $	Yield in % Oct. 17		Sales	Close Oct. 12 (or last)	Week Ending —Oct. 19— High	Low	Close
150	143	8	5.5	Huron & E. M.	....	145	..	..	..
29½	28	.	...	Do. 20% pd.	....	28	..	..	..
29⅛	13½	1.20	8.6	Hydro Electric	....	14	..	..	..
225	201	12	5.9	Imperial Bank	....	203	..	..	..
18⅞	8¾	50+50c	9.7	Imperial Oil	8708	10½	11½	10½	10⅝
10½	8⅛	35+20c	6.2	Imperial Tob.	832	8⅞	8⅞	8⅞	8⅞
80	80	8	...	Intercol. Coal p	....	80	..	..	..
29	13	2a	...	Int. Hyd. E(A)	3	22	13	13	13
103	92	7	7.5	Inter. Mill. pf.	11	93	93½	93	93
80	80	6	7.5	Do. Series (A)	....	80	..	..	..
20½	8⅝	40c	3.81	Inter. Nickel	16230	9¾	10½	9½	10½
10	5	.	...	Inter. Paints	....	5	..	..	..
b10½	1⅞	.	...	Int. Pa. & Pr.A	400	2	2⅜	2⅛	2⅜
b6	⅜	.	...	Do. (B)	200	1⅛	1⅛	1⅛	1⅛
b4½	½	.	...	Do. (C)	200	1⅛	1⅛	1⅛	1⅛
b43½	9½	.	...	Do. pref.	400	12	13	12½	13
15½	8½	1	10	Inter. Pete.	4513	10½	10⅝	9¾	10⅜
8	5	.	...	Inter. Power	....	5	..	..	..
78	56½	7	12.4	Do. pref.	....	56½	..	..	..
45	14½	3.50	17.5	Int. Util. (A)	250	18½	20	17½	19
11	2⅞	.	...	Do. (B)	200	3½	4	4	4
40	40	1	2.5	Jam. Pub. Ser.	....	40	..	..	..
109	99¾	7	7	Do. pref.	....	99¾	..	..	..
5½	2½	.	...	Kelvinator	....	5	..	..	..
90½	73½	7	7.8	Do. pref.	....	90	..	..	..
x40	40	.	...	Kng. Ed. Hotel	....	..	..	..	..
24	5	.	...	Lake of Woods	115	6	6	6	6
101	82	7	8.5	Do. pref.	....	82	..	..	..
140	140	8	5.7	Landed Bank.	....	140	..	..	..
46	33	3	7.9	Laura Secord	....	38	..	..	..
16	8½	1	10	Lindsay, C. W.	5	10	10	10	10
72½	65	6.50	9.7	Do. pref.	....	67	..	..	..
14½	11	80c	6.9	Loblaw (A)	263	11½	11½	11½	11½
14½	10	80c	7.6	Do. (B)	10	10½	10½	10½	10½
x2½	2½	.	...	Loew's, London	....	..	..	..	..
25	10	.	...	MacKin. Steel	....	20	..	..	..
95	90	7	7.7	Do. pref.	....	91	..	..	..
x36	20	.	...	Manitoba Pr.	....	..	..	..	..
8	6	.	...	Maple Leaf	....	6	..	..	..
40	10	.	...	Do. pref.	25	15	15	13	13
32	30	.	...	Marcus Loew's	....	30	..	..	..
71	70	7	9.8	Do. pref.	....	70	..	..	..
10½	1⅜	.	...	Massey-Harris	7875	3	3	1⅞	2
22½	9⅜	60c	6.1	McColl Fron.	205	9⅞	9⅞	9⅞	9⅞
80	69½	6	7.9	Do. pref.	....	76	..	..	..
45	35	.	...	Mexican L. & P.	....	35	..	..	..
x25	25	.	...	Mercury Mills	....	..	..	..	..
x89	58½	.	...	Do. pref.	....	..	..	..	..
40½	40	2	5	Mitchell, J. S.	....	40	..	..	..
105	104	7	6.7	Do. pref.	....	105	..	..	..
20	8	1	12.5	Mitchell, Robt.	30	8	8	8	8
1	1	.	...	Monarch Knit.	....	1	..	..	..
38	38	.	...	Do., pref.	....	38	..	..	..
95½	83½	6	6.5	Montreal Cot.	....	92	..	..	..
102	98	7	7	Do. pref.	....	100	..	..	..
3½	2	.	...	Montreal Exhib.	....	2¾	..	..	..
20	14	.	...	Mont. Is. Pr.	....	14	..	..	..
68½	38	1.50	3.9	Mont. L. & Pr.	1570	38	38	38	38
49½	48	3+25	6.8	Montreal Loan	4	48	48	48	48
60	48	3.20	6.3	Montreal Tele.	4	51	51	51	51
177	155	10	6.4	Mont. Trams.	....	155	..	..	..
17⅞	11½	1	8.5	Moore Corp., c.	....	11¾	..	..	..
108½	98	7	7	Do. (A)	....	100	..	..	..
126	103	7	6.8	Do. (B)	....	103	..	..	..
x10	10	.	...	Mt. Royal Hot.	....	..	..	..	..
x49	49	1	...	Do. pref.	....	..	..	..	..
3½	2	10c	...	Muirheads	50	2	2	2	2
10	6	75c	7.9	Do. pref.	....	9½	..	..	..
35¾	23½	1.60	6.7	Nat. Brew.	630	24	24	24	24
35	27	1.75	5.6	Do. pref.	....	31	..	..	..
x10	3	.	...	Nat. Brick	....	..	..	..	..
19	5	.	...	Do. pref.	....	5	..	..	..
.50	.25	.	...	Nat. Distiller.	....	.40	..	..	..
42	11½	2	16	Nat. Steel Car	40	12½	12½	12½	12½
360	250	14	5.6	National Trust	....	252	..	..	..
13	10⅝	1.50	14.1	Niag. W. Weav.	....	10⅝	..	..	..
36	32	3	9.4	Do. pref.	....	32	..	..	..
6.00	2.00	.	...	North Star Oil	....	2.50	..	..	..
4.95	4.50	35c	7.4	Do. pref.	....	4.70	..	..	..
x25	22½	.	...	N.S. Steel, pf.	....	..	..	..	..
285	125	8	5.9	Ogilvie Flour	....	135	..	..	..
130	116½	7	6	Do. pref.	....	117	..	..	..
21	9½	60c	6.5	Ont. Eq. 10% p.	25	9¼	9¼	9¼	9¼
120	113	6	5.1	Ontario Loan	....	117	..	..	..
7	5	.	...	Ont. Silknit	....	7	..	..	..
16	13	80c	6.1	Ont. Steel	....	13	..	..	..
x105	105	7	...	Do. pref.	....	..	..	..	..
1¼	⅜	.	...	Orange Crush	....	⅜	..	..	..
60	50	7	13.7	Do. (A)	....	51	..	..	..
5½	2½	.	...	Do. (B)	....	3	..	..	..
110	90	6	5.7	Ott. L. H. & Pr	....	105	..	..	..
105½	102	6.50	6.3	Do. pref.	....	103	..	..	..
25	25	.	...	Ott. Traction	....	25	..	..	..
92⅛	68	5	7.2	Page Hersey	57	69½	69½	69½	69½
49	21½	2.50	11.6	Paramount	....	21½	..	..	..
35	30	.	...	Paton Mfg.	....	30	..	..	..
94	82	7	7.4	Do. pref.	....	94	..	..	..
¼	¼	.	...	Pelissiers	....	¼	..	..	..
30	25	.	...	Do. pref.	....	30	..	..	..
73	31	4	12.1	Penmans	....	33	..	..	..
101	93	6	6.4	Do. pref.	....	93	..	..	..
.75	.50	.	...	Perfec. Glass	....	.50	..	..	..
29	18	2	8.9	Photo Eng.	....	22½	..	..	..
40	10	.	...	Port Alfred, pf.	....	10	..	..	..
70	64	7	10	Porto Rico pf.	....	70	..	..	..
b39½	9	.	...	Postal Tel.	....	..	..	..	..
63½	35⅞	2	5.5	Power Corp.	83	36½	36½	36½	36½
102	94	6	6.2	Do. pref.	2	94½	97	97	97
4½	3	.	...	Prairie C. Oil.	....	3	..	..	..
16	8½	50c	5	Pressed Metals	....	10	..	..	..
42¾	25	1	4	Price Bros.	....	25	..	..	..
99	70	6.50	9.3	Do. pref.	....	70	..	..	..
49	27	2.50	8.6	Quebec Power	304	29	29	29	29
110	105	7	6.7	Real Estate Ln.	....	105	..	..	..
3	1	.	...	Regent Knit.	215	1½	1½	1½	1½
10	5½	.	...	Reliance Grain	....	6¼	..	..	..
16	9	2	18.2	River. S. Mills.	100	11	11	11	11
19½	10	1.50	10.7	Robinson Cone	....	14	..	..	..
16½	9	1.20	13.3	Rogers Majes.	....	9	..	..	..
291	231	12	5.2	Royal Bank	10	231	231	231	231
84	75	7	9.3	Ruddy, E. L. p.	....	75	..	..	..
77¾	60¾	3	4.9	Russell Motor	....	60¾	..	..	..
95	76½	7	9.2	Do. pref.	....	76½	..	..	..
7	7	.	...	Sarnia Br. (A)	....	7	..	..	..
x12	5	.	...	Do. (B)	....	..	..	..	..
36⅞	7	.	...	Serv. Stn. Eq.	15	7	7½	7	7½
90½	50	6	12	Do. pref.	....	50	..	..	..
59½	32½	2	6.1	Shawinigan	791	33	33	33	33
30	20	1.60	8	Sher.-Wms.	....	20	..	..	..
121	112	7	6.2	Do. pref.	....	112	..	..	..
22	14	2.50	16.1	Simon & Son	....	15½	..	..	..
92	88½	7	7.7	Do. pref.	....	91	..	..	..
92½	71½	6.50	8.9	Simpsons Ltd.	....	73	..	..	..
44½	36	.	...	Do. (A)	....	36	..	..	..
35¼	24½	.	...	Do. (B)	....	29	..	..	..
108	103	6	5.8	Simpson, Robt.	....	104	..	..	..
4.00	.50	.	...	St. Law. Corp	....	.60	..	..	..
12	2½	.	...	Do. (A)	....	4	..	..	..
20	16	.	...	St. Law. Flour	....	16½	..	..	..
85	82	7	8.2	Do. pref.	....	85	..	..	..
30⅛	10	.	...	St. Law. Pap. p	....	10½	..	..	..
30	4	.	...	St. Maur. V. p	100	4	4	4	4
32	22¾	1	3.4	So. Can. Pr.	....	29	..	..	..
106½	104	6	5.7	Do. pref.	2	105¾	105¾	105¾	105¾
16⅛	4	.	...	St. Pav. & Mat.	....	4	..	..	..
80	55	7	11.7	Do. pref.	....	60	..	..	..
1	1	.	...	Stanfords	....	1	..	..	..
15	5	1	...	Stand. Chem.	....	5	..	..	..
9⅛	3¾	.	...	Stand. Steel	....	4	..	..	..
35	30	3	10	Do. pref.	....	30	..	..	..
42½	21	1.75	8	Steel of Can.	130	22	22	21¾	22
37	28¾	1.75	6	Do. pref.	....	29	..	..	..
4½	2⅛	.	...	Sterling Coal	....	2⅛	..	..	..
32½	12¾	1	6.2	Sup. Pet. Ord.	8	16	16	16	16
105	94	7	7.2	Do. pref.	....	97	..	..	..
31	14	1	5.9	Do. com.	....	17	..	..	..
49	41	.	...	Tamblyn	....	49	..	..	..
106	101	7	6.6	Do. pref.	....	105¼	..	..	..
30	20	3.50	16.7	Thayers, pref.	....	21	..	..	..
13	6½	.	...	Tip Top Tailors	....	8½	..	..	..
90	77	7	8.4	Do. pref.	....	83	..	..	..
22	10	.	...	Tooke Bros.	....	10	..	..	..
67	48½	.	...	Do. pref.	....	48½	..	..	..
15	9½	.	...	Tor. Elevators	....	13	..	..	..
235	210	12	5.6	Tor. Gen. Tr.	....	215	..	..	..
115	108	6	5.4	Toronto Mtge.	....	110	..	..	..
3	1	.	...	Traymore	....	1	..	..	..
12½	9	1.40	15.5	Do. pref.	....	9	..	..	..
130	120	7	5.5	Tuckett Tob. p	....	128	..	..	..
17¼	6½	.	...	Twin City	....	8	..	..	..
b62	19⅝	7	...	Do. pref.	....	..	..	..	..
45	28	.	...	Do. (notes)	....	43	..	..	..
16	7	1	14.3	Union Gas.	135	9⅞	7½	7	7
101½	98	7+1	7.9	Union Trust	....	100½	..	..	..
8	3	.	...	United Fuel	....	3	..	..	..
65	24	4	11.4	Do. pref.	....	35	..	..	..
62½	49⅝	2	4	United Secs.	....	50	..	..	..
24¼	8¼	.	...	Viau Biscuit	....	9½	..	..	..
85	70	7	10	Do. pref.	....	70	..	..	..
30	10	.	...	Wabasso Cot.	25	10	10	10	10
8⅝	3	50c	13.8	Walker-Good.	8494	3⅝	3¾	3⅜	3⅜
7¾	2	.	...	Waterloo Mfg.	....	2	..	..	..
45	30	1	2.5	Weston Bisc.	....	40	..	..	..
90	79	7	8.9	Do. pref.	....	79	..	..	..
17¼	7	.	...	West. Can. Fl.	....	7	..	..	..
96	75	6.50	8.7	Do. pref.	5	75	75	75	75
17	10	.	...	West. Grocers	....	10	..	..	..
55	40	7	17.5	Do. pref.	....	40	..	..	..
91	85	.	...	W. Steel Pr. p.	....	91	..	..	..
x9	9	.	...	Whittall Can.	....	..	..	..	..
13	10	.	...	Windsor Hotel	....	12	..	..	..
73	71	6.50	9.1	Do. pref.	....	71	..	..	..
21½	4	.	...	Winnipeg Elec.	265	5	6¼	6	6
81½	49	7	14.3	Do. pref.	....	49	..	..	..
‡30	30	.	...	Woods Mfg.	....	..	..	..	..
40	36	.	...	Do. pref.	....	36	..	..	..
80	80	7	8.7	Wood Alex, J.p.	....	80	..	..	..
x2¼	1½	.	...	Zimmerknit	....	..	..	..	..
7	7	.	...	Do. pref.	....	7	..	..	..

x Quotations for 1930. No sales recorded in 1931 to date.
a Or payable in stock.
b New York Quotations.
‡ Quotations for 1929.
c 2½c monthly plus stock dividend of .005% monthly.
d 4% in stock and 50c cash.
† Plus stock bonus.

Winnipeg Stock Exchange

October 7

	Bid	Ask
Beaver Fire	..	115
Beaver Lumber c.	..	5¼
Do., pref.	..	100
Can. Amer. Tr. shs.	..	4½
Can. Fire Ins.	...	85
Can. Indemnity	120	...
Crescent Creamery	...	90

	Bid	Ask
Gt. West Life	..	450
Home Investment	..	50
Monarch Life	..	30
Nor. Can. Mtge. pf.	.15	...
Nor. Can. Mtge. c.	½	...
Un. Gr. Growers	10	..
West Breweries	2	...

Unlisted Canadian Stocks

(Furnished by A. J. Pattison, Jr. & Co., Limited)

October 20, 1931

Industrial Stocks:	Bid	Asked
Acadia Sug. c.	.25	.40
Acadia Sug. pf.	1.75	2.50
Allens Coll. pfd.	28.50	....
Allens Lon. pfd.	28.50	....
Andian Nat. Corp.	20.00	25.00
Brand. Hen. pfd.	74.00	85.00
Brew. Corp. of Canada com.	.25	....
Brew. Corp. of Canada pfd.	2.00	3.50
B.C. Pulp & p. c.	2.00	5.00
B.C. Pulp & P. 7% pfd.	....	39.00
Can. Biscuit pfd.	....	8.00
Can. Crush. St. pf.	....	75.00
Can. Dom. Sug. c.	16.50	18.50
Can. Mach. c.	5.25	7.50
Can. Mach. 7% pf.	22.50	32.00
Can. Pack. c.	11.00	15.50
Can. Pack. 7% pf.	84.00	92.00
Can. Starch pfd.	70.00	....
Can. Tea pfd.	47.00	62.00
Can. Wire & Cable pfd. W.W.	90.00	100.00
Can. Indus. c. 'A'	75.00	95.00
Can. Indus. c. 'B'	75.00	95.00
Can. Ind. 7% pf.	111.00	....
Can. Invest. c.	....	10.00
Can. Westingh.	45.00	55.00
Chase, A. W. 8% pfd.	30.00	40.00
Cons. Oka Sand & Gravel pfd.	....	75.00
Cons. Oka Sand & Gravel com.	....	7.00
Copeland Flour 6% pfd.	....	14.00
Dom. Foundries & Steel pfd.	48.00	56.00
Dom. Foundries & Steel com.	5.00	8.00
Dom. Manuf. pfd.	75.50	....
Dunlop T. 7% pf.	....	80.00
East. Car 6% pfd.	45.00	60.00
Fed. Grain pfd.	20.00	....
Freiman, A. J., pf.	....	65.00
Goderich Elev. & Transit	13.50	15.50
Greening Wire 7% pfd.	84.00	94.00
Guard. Real. pf.	39.00	45.00
Harding C. pfd.	....	57.00
Inter. City B. c.	45.00	50.00
Internat. Prop. 'A'	....	30.00
Loew's Lon. c.	.60	1.50
Loew's L. 7% pf.	2.75	3.75
Maritime Tel. & Tel. com.	12.50	16.00
Morrow Screw Nut 7% pfd.	94.00	98.00
Mount Royal Hotel Scrip	1.00	2.00
Mount Royal H. c.	1.50	3.00
Mount Royal H. 6% pfd.	12.00	18.00
Nat. Groc. com.	....	1.25
Nat. Groc. 2nd 7% pfd.	45.00	51.00
Paramount Oshawa common	10.00	....
Do., pfd.	28.50	....
Prov. paper pfd.	....	65.00
Standard Clay Products com.	25.00	....
Standard Fuel pfd. bonus	62.00	72.00
Supertest Pete. 'B' pfd.	16.25	....
Tor. Brick pfd.	61.50	....
Tor. Carpet com.	112.50	....
Tor. Carp. 8% pfd.	98.50	....
Tor. Elev. 7% pfd.	....	75.00
Tor. Hous. com.	20.00	32.00
United Amusement 'A'	14.00	23.00
West. Grain pfd.	....	20.00
Willards Choc. 8% pfd.	....	38.00
Insurance Stocks:		
Br. Amer. Assce.	30.00	....
Can. L. Assur.	585.00	650.00
Can. Nat. Fire	23.50	29.00

Insurance Stocks:	Bid	Asked
Can. Fire Insur.	79.00	87.00
Capital Life 20% pfd.	10.00	15.00
Commercial Life 10% pd.	....	21.00
Confederation Life 20% pd.	170.00	225.00
Continental Life 20% pd.	70.00	90.00
Crown Life	....	210%
Dom. Fire	96.00	180.00
Dom. of Can. Gen. Insur.	190.00	228.00
Dom. Life 50% pd.	290.00	400.00
Excelsior Life 30% pd.	98.00	120.00
Fed. Fire 25% pd.	30.00	40.00
Fidelity Ins. of Canada	....	85.00
Gr. West Life	....	425.00
Guar. Co. of N.A.	237.00	....
Halifax Fire	11.00	16.00
Imperial Life	400.00	435.00
Manufac. Life	290.00	320.00
Monarch Life	26.00	31.50
Nat. Life 25% pd.	100.00	121.00
Sask. Life 10% pd.	9.00	18.00
Sover. Life	26.00	30.00
Sun Life Assur.	600.00	775.00
West. Assur. c.	30.00	36.00
West. Life 20% pd.	7.50	....
Trust & Loan Stocks:		
Br. Mtge. & Tr.	170.00	....
Can. Gen. Invest. Trust 1st	16.00	25.00
2nd Can. Gen. Investments	4.00	6.50
Chartered Trust	98.00	109.00
Deb. & Sec. com.	....	75.00
Deb. & Sec. pfd.	57.00	....
East. Can. Sav. & Loan	130.00	....
Eastern Trust	150.00	175.00
Guelph & Ont. Inv. Par $50	50.00	59.00
Lambton Loan & Savings	75.00	....
Lon. & West. Trust	....	160.00
Midland Loan & Savings	12.50	....
Mtge. Disc. pfd.	3.50	4.75
Mutual Fin. pfd.	4.00	7.00
Mutual Fin. com.	4.00	7.00
Security Loan & Savings	112.00	....
Sherbrooke Trust	112.50	....
Sterling Trust	....	90.00
Traders Fin. pfd.	40.00	54.00
Traders Fin. com.	....	10.00
Trusts & Guar.	69.00	79.00
Victoria Trust & Savings	165.00	185.00
Waterloo Trust & Savings	115.00	130.00
Power Issues:		
B.C. Elect. Pwr. & Gas pfd.	95.00	98.00
Calgary Pwr. pfd.	....	90.00
Can. Light & Power com.	....	28.00
Can. North. Power pfd.	100.00	105.00
Can. West. Nat. Gas L.H.&P. pfd.	68.00	78.00
Gr. Lakes Pwr. pf.	....	85.00
New Brunswick Telephone com.	11.00	15.00
N. S. L. & P. c.	45.00	65.00
N. S. L. & P. pfd.	81.00	....
Ottawa L H. & P. 6½% pfd.	....	104.50
Pwr. Corp. 6% pf.	....	97.00

Recent London Quotations:	
Brewer Distillers	8s.
Can. & For. Sec.	7s. 6d.
Can. West. Lumber	1s. 6d.
Hudson's Bay	21s. 3d.
Do., 5% pfd.	52s. 6d.
Internat. Holdings	$1
Nfld. Pr. & Pap. deb. stk.	97½
Trust & Loan of Can. (15s. pd.)	5s.

Listed Bond Quotations

Week Ending October 19

Montreal	Int. Rate	Due	Yield	Latest Ask	High	Low	Range 1931 High	Low
Abitibi, 1st mtge.	5	1953	...	43	...	...	78	49
Asbestos	5	1942	...	...	...	...	100	...
Asbestos, 1st mtge.	6	1941	...	...	...	...	20	15
Do., gen. mtge.	6	1956	...	...	...	...	9	...
Can. Cons. Rub.	6	1946	...	...	...	...	...	...
Can. Cottons	5	1940	6.88	...	...	...	x102½	102½
Can. Forgings	6	1942	6.00	...	...	...	91	88
Can. Locomotive	6	1951	...	...	...	...	100	...
Can. Pr. (La. Ser.)	5½	1958	...	...	...	...	x96	...
Do. (Way Ser.)	5½	1958	...	...	7	...	28½	5
Can. S. S. deb.	5	1943	...	...	...	...	28½	5
Cedars Rapids	5	1953	4.66	...	...	...	x98¼	...
Dom. Canners	6	1940	...	...	...	...	105	101
Dom. Coal	5	1940	5.29	...	...	...	x103	...
McNish	6	1948	...	...	...	...	98½	98
Mex. L. & Pr.	5	1940	10.05	...	2.25	...	3.25	2.25
Mont. L. H. & Pr.	4½	1932	...	...	...	...	73½	70½
Mont. Tr. 1st mtge.	5	1941	4.84	...	...	...	x100	98½
Mont. Tr. "A"	5	1955	5.70	98	...	...	101½	99½
Mont. Tr. G. & R. "B"	5	1955	5.51	85	...	...	95½	90½
Do. "C"	4½	1955	5.64	...	...	...	95⅛	91¾
Do. "D"	5	1955	5.55	...	...	...	85	84
N. S. Steel	5	1959	...	...	...	...	95½	91¾
Ogilvie Flour "A"	6	1932	5.35	...	...	...	62½	59
Do. "B"	6	1932	...	...	...	...	100⅛	100
Do. "C"	6	1932	5.73	...	...	...	x100⅛	100
Ont. Steel	6	1943	...	...	...	...	100½	...
Porto R. Pr.	5	1936	7.95	...	...	...	...	...
Steel of Can.	6	1940	4.98	...	...	...	93	88
Wayagamack	6	1951	...	...	...	...	107½	106¾
West. K. Pr.	6	1940	5.15	...	...	...	75	45
Winn. Elec.	5	1935	5.12	...	...	...	106	...
Toronto							99½	98¾
Canada Bread	6	1941	6.00	...	...	...		
Steel of Can.	6	1940	5.12	...	...	...	101½	100
Dominion Govt. Bonds (Montreal)							106½	...
War Loan	5	1937	3.48	107.50	....	....	108.15	103.75
Victory Loan	5½	1933	4.57	101.75	101.25	....	105.25	101.00
Do.	5½	1934	4.95	101.50	101.50	100.00	105.30	100.00
Do.	5½	1937	4.19	107.00	106.00	....	112.40	105.25
Do., refund	4½	1940	5.13	95.50	....	....	102.12	94.75
Do., refund	5	1943	4.98	100.25	101.75	100.00	106.50	98.75
Do., refund	4½	1944	5.02	95.25	95.25	....	102.25	92.50
Do., refund	4½	1946	4.97	95.25	94.00	....	102.45	94.00
Do., renewal	5½	1932	5.00	100.50	100.00	....	103.00	100.00
Conversion Loan	4½	1956	4.99	93.00	93.00	....	102.00	92.00
Do.	4½	1957	5.02	94.00	95.00	....	102.75	92.75
Do.	4½	1958	5.06	94.25	96.30	94.75	104.65	92.75
Do.	4½	1959	5.06	95.00	96.00	....	104.70	93.50

x—Quotations for 1930. None recorded in 1931 to date.

Active Provincial & Municipal Bonds

Quotations furnished by A. E. Ames & Co., Ltd., Canada Permanent Bldg., Toronto, Ont.

Provinces	Rate	Actual Maturity	Next Int. Date	Approx. Price	Approx. Yield %
Alberta	4½	1 Oct., 1958	1 Apr.	84.78	5.60
Alberta	5	1 July, 1943	1 Jan.	93.75	5.75
Alberta	6	1 Apr., 1936	1 Apr.	100.78	5.80
British Columbia	4½	1 Oct., 1953	1 Apr.	92.12	5.10
British Columbia	5	15 Jan., 1948	15 Jan.	98.35	5.15
British Columbia	6	15 Aug., 1941	15 Feb.	104.98	5.35
Manitoba	4	1 July, 1947	1 Jan.	88.31	5.10
Manitoba	5	2 June, 1959	2 Dec.	97.80	5.15
Manitoba	5	15 June, 1943	15 Dec.	98.67	5.15
New Brunswick	4½	1 June, 1948	1 Dec.	94.97	4.95
New Brunswick	4¾	15 June, 1936	15 Dec.	99.20	4.95
New Brunswick	6	1 Jan., 1936	1 Jan.	103.13	5.15
Nova Scotia	4½	15 Nov., 1948	15 Nov.	94.87	4.95
Nova Scotia	5	1 May, 1943	1 Nov.	100.00	5.00
Nova Scotia	6	1 Nov., 1936	1 Nov.	103.70	5.15
Ontario	4½	1 Sep., 1944	1 Mar.	96.19	4.90
Ontario	5	15 Oct., 1948	15 Oct.	100.00	5.00
Ontario	6	2 May, 1936	2 Nov.	103.58	5.10
P. E. I.	4	1 Apr., 1939	1 Apr.	92.92	5.15
P. E. I.	4½	1 Oct., 1944	1 Apr.	93.90	5.15
Quebec	4½	1 May, 1961	1 Nov.	89.92	4.90
Saskatchewan	4½	1 Oct., 1944	1 Apr.	88.66	5.75
Saskatchewan	5	1 Oct., 1950	1 Apr.	92.50	5.65
Saskatchewan	6	1 Feb., 1936	1 Feb.	100.59	5.85
Cities					
Montreal	5	1 Sep., 1963	1 Mar.	100.80	4.95
Toronto	4½	1 Sep., 1954	1 Mar.	94.52	4.90
Vancouver	4	1 Aug., 1946	1 Feb.	86.20	5.35
Winnipeg	5	1 Mar., 1944	1 Mar.	96.40	5.40
Edmonton	5½	1 May, 1945	1 Apr.	95.42	6.00
Calgary	5	1 Jan., 1943	1 Jan.	91.78	6.00
Halifax	6	1 July, 1951	1 Jan.	109.73	5.20
Saint John	5	15 Dec., 1950	15 Dec.	98.20	5.15
Regina	4½	1 July, 1950	1 Jan.	83.13	6.00
Victoria	5	21 July, 1945	21 Jan.	95.16	5.50
Quebec	5	1 June, 1948	1 Dec.	100.00	5.00

Dividends Declared

	Annual rate	Amt. this payment	Date payable	Date of record
Assoc. Telephone & Tel. "A"	...	$1+50c	Jan. 1/32	Dec. 17
Amer. Comm. Power pref.	...	52c	Nov. 2	Oct. 12
Do., pref.	...	52c	Dec. 1	Nov. 12
Do., 1st pref. "A"	$7	$1.75	Nov. 2	Oct. 15
Do., 1st pref.	$6.50	$1.63	Nov. 2	Oct. 15
Do., 1st pref.	$6	$1.50	Nov. 2	Oct. 15
Do., 2nd pref. "A"	$7	$1.75	Nov. 2	Oct. 15
Do., com.	...	†1/40 sh.	Oct. 26	Sept. 30
Agnew Surpass pfd.	7%	1¾%	Jan. 2	Dec. 15
Bank of Montreal	12%	3%	Dec. 1	Oct. 31
Brazilian Traction, ord.	...	25c	Dec. 1	Oct. 31
Beatty Bros. c.	$1	25c	Nov. 1	Oct. 15
Beatty Bros. 1st pref.	6%	1½%	Nov. 1	Oct. 15
Borden Co. com.	$3	75c	Dec. 1	Nov. 14
Belding Corticelli, com.	7%	1¾%	Nov. 2	Oct. 15
Blue Ribbon Corp., pref.	$3.25	81¼c	Nov. 2	Oct. 15
Do., com.	$2	50c	Nov. 2	Oct. 15
Calgary Power, pref.	6%	1½%	Nov. 2	Oct. 15
Can. Industries	...	62½c+25c	Oct. 31	Sept. 30
Canadian Bronze	$2.50	62½c	Nov. 1	Oct. 20
Do., pref.	7%	1¾%	Nov. 1	Oct. 20
Can. Wire & Cable "A"	$4	$1	Dec. 15	Nov. 30
Canadian Car, com.	$1.75	44c	Nov. 30	Nov. 13
Can. Northern Power, com.	80c	20c	Oct. 26	Sept. 30
Can. Converters	$4	$1	Nov. 16	Oct. 21
Cities Service	...	2½c	Nov. 1	Oct. 15
Do.	...	½% stk.	Nov. 1	Oct. 15
Can. Bank of Commerce	12%	3%	Dec. 1	Oct. 31
Can. Pr. & Paper Invest. pfd.	5%	1¼%	Nov. 16	Oct. 30
Cons. Industries	80c	20c	Nov. 2	Oct. 20
Consolidated Press	$2	50c	Nov. 2	Oct. 15
Canadian Dredge & Dock	$3	75c	Nov. 2	Oct. 25
Do., pref.	7%	1¾%	Nov. 2	Oct. 15
Coast Breweries	$1.84	46c	Nov. 1	Oct. 16
Dom.-Scottish Invest. pref.	5%	1¼%	Nov. 1	Oct. 20
Disher Steel Constr. pref. "A"	$1.50	37½c	Nov. 1	Oct. 20
Dominion Tar, pref.	6½%	1⅝%	Nov. 1	Oct. 15
Eastern Dairies	$1	25c	Nov. 2	Sept. 30
Eastern Theatres, com.	$2	50c	Dec. 1	Oct. 21
Frost Steel & Wire pfd. "A"	7%	1¾%	Nov. 1	Oct. 17
Do., pref.	7%	1¾%	Nov. 1	Oct. 17
Foreign Power Secs. pfd.	6%	1½%	Nov. 16	Oct. 21
Ford Hotel, com.	...	50c	Oct. 31	......
Foundation Co., com.	$1	25c	Nov. 15	Oct. 30
Fuller, G. A. of Can., pfd.	6%	$1.50	Nov. 1	Oct. 28
Granby Cons Mining	$1	25c	Nov. 2	Oct. 18
Hollinger Mine	65c	1%	Nov. 4	Oct. 21
Hamilton Bridge pref.	6½%	1⅝%	Nov. 1	Oct. 15
Humberstone Shoe	$2.40	60c	Nov. 2	Oct. 15
Inter. Nickel, pref.	7%	1¾%	Nov. 2	Oct. 8
Inter. Utilities prior pfd.	$7	$1.75	Nov. 2	Oct. 19
Do., prior 1931 series	$3.50	87½c	Nov. 2	Oct. 28
Imperial Bank	12%	3%	Nov. 2	Sept. 30
Lindsay, C. W.	$1	25c	Dec. 1	Nov. 15
Do., pref.	6½%	1⅝%	Dec. 1	Nov. 15
Lake Shore Mines	$2+50c	50c+50c	Dec. 15	Dec. 1
MacKinnon Steel pfd.	7%	1¾%	Nov. 2	Oct. 15
Montreal L. H. & Pr.	$1.50	37c	Oct. 31	Sept. 30
Mortgage Corp. of N.S.	7%	1¾%	Nov. 1	Oct. 16
McIntyre-Porc. Mines	20%	5%	Dec. 1	Nov. 2
Mitchell, J. S., com.	$2	$1	Nov. 9	Oct. 1
Muirhead's, pref.	75c	25c	Nov. 1	Oct. 15
Northern Ont. Pwr. pfd.	6%	1½%	Oct. 26	Sept. 30
Do., com.	$2	50c	Oct. 26	Sept. 30
Ont. & Que. Rly.	$6	$3	Dec. 1	Nov. 1
Do., deb. stk.	5%	2½%	Dec. 1	Nov. 1
Penmans	$4	$1	Nov. 16	Nov. 5
Do., pref.	6%	1½%	Nov. 2	Oct. 21
Power Corp., com.	$2	50c	Nov. 20	Oct. 31
Royal Bank	12%	3%	Dec. 1	Oct. 21
Russell Motor	$3	75c	Nov. 2	Oct. 20
Do., pref.	7%	1¾%	Nov. 2	Oct. 20
Scottish Can. Gen. Invest.	...	3%	Nov. 2	......
Simpsons Ltd., pref.	6½%	1⅝%	Nov. 2	Oct. 21
Simpson, Robt. pfd.	$6	$3	Nov. 2	Oct. 15
Service Station pfd. "A"	$6	$1.50	Nov. 1	Oct. 15
Do., pref.	$6	$1.50	Nov. 1	Oct. 15
Southern Can. Power com.	$1	25c	Nov. 16	Oct. 31
Steel of Canada	$1.75	43¾c	Nov. 2	Oct. 7
Do., pref.	$1.75	43¾c	Nov. 2	Oct. 1
St. Lawrence Flour pref.	7%	1¾%	Nov. 2	Oct. 30
Toronto Elevators pfd.	7%	1¾%	Oct. 15	Oct. 1
Teck-Hughes	60+5c	15+5c	Nov. 2	Oct. 17
Weston Bisc. pref.	7%	1¾%	Nov. 2	Oct. 20

†Payable in Class "A" stock on each share of Class "A" & "B" common.

Dividends Passed or Deferred:

Brandram-Henderson, com. Nov. 1, passed. Last paid ½ of 1% Aug. 1, 1931.

Harrison Hot Springs Hotel pref. Oct. 1, passed. Last paid 1¾% July 1, 1931.

International Paints, pref. Oct. 15, passed. Last paid July 15, 1931.

Mexican Light & Power, 7% cum. pref. and 4% 2nd pref. Nov. 1, deferred. Last paid 3½% on 1st pref. and 2% on 2nd pref., May 1, 1931.

Morrison Brass pref. Sept. 1 passed. Last paid 87½c June 1, 1931.

Simpson, Ltd. class "A" Nov. 2 passed. Last paid 50c Aug. 1, 1931.

Western Steel Products, pref. Nov. 1, deferred. Last paid $1.62½ Aug. 1, 1931.

Willson Stationers & Envelopes, 1st pref. Oct. 15, passed. Last paid $1.75 July 15.

Dividend Rate Increased:

Humberstone Shoe Nov. 2, increased from 50c. to 60c. quarterly.

Dividend Rate Reduced:

Beatty Bros. Class "A" Nov. 1, 25c. Reduced from $2 to $1 per annum.

Silverwood's Dairies Class "A" and com., Oct. 1, 12½c. Reduced from $1 to 50c per annum.

Bonus Declared:

Lake Shore Mines, Dec. 15, 50c.

Teck Hughes, Nov. 2, 5c.

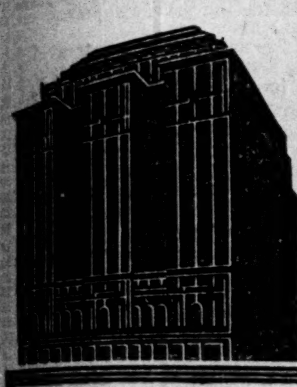
Bonus Omitted:

Year-end bonus of the following banks will be omitted this year: Commerce, Dominion, Imperial, Montreal, Royal & Toronto.

Active Current Bond Prices

	Bid	Asked	Yield
Dominion of Canada 5½/33	101.	103.	3.86
Dominion of Canada 5½/34	100.	102.	4.75
Dominion of Canada 5/43	100.	102.	4.80
Dominion of Canada 4½/46	94.	97.	4.75
Dominion of Canada 4½/56	93.	95.	4.80
Dominion of Canada 4½/58	94.	96.	4.90
C. N. R. (Dom. of Can. Guar.) 5/54	98.	101.	4.90
C.N.R. (Dom. of Can. Guar.) 4½/51	92.	94.	4.95
C. N. R. (Dom. of Can. Guar.) 4¾/55	95.	98.	4.90
C. N. R. (Dom. of Can. Guar.) 4½/56	92.	94.	4.90
C. N. R. (Dom. of Can. Guar.) 5/69	98.	101.	4.93
Province of Ontario 4½/44	92.	96.	4⅞
Province of Ontario 5/48	98.	101.	4.90
Province of Ontario (Hydro) 4½/70	93.	96.	5.00
Province of Quebec 4½/56	94.	96.	4.75
Abitibi Power & Paper 5/53	40.	45.	12.00
Argentine Gov't. (Ser. B) 6/58	40.	42.	...
Beauharnois Power 6/59	60.	70.	9.00
Bell Telephone Co. of Canada 1st, 5/57	102.	106.	4.60
Brazil, U. S. of, Ext. S. F. 6½/57	21.	23.	...
British Columbia Power 5/60	86.	92.	5.55
British Columbia Power 5½/60	93.	98.	5¾
British Columbia Telephone 5/60	96.	98.	5.13
Calgary Power 5/60	85.	92.	5.55
Calgary Brewing 5/42	98.	102.	4.40
Canada Cement 1st Mtge. S. F. 5½/47	84.	90.	6.50
Canada Gypsum Lime & Alabastine 5½/48	75.	82.	7.25
Canada Northern Power Corp. 5/53	80.	87.50	6.05
Canada Steamship Lines 1st & Gen. 6/41	30.	40.	...
C. P. R. Collateral Trust 5/54	90.	96.	5.20
C. P. R. Secured 4½/44 Notes	80.	85.	6.20
Chile Republic Ext. S. F. 6/60	14.	17.	...
Colombia Republic Ext. S. F. 6/61	25.	27.	...
Davies, Wm. 6/42	80.	90.	7.40
Dominion Canners 6/40	102.	105.	5.80
Dominion Square Corporation 6/48	60.	70.	9.00
Dominion Tar & Chemical 6/49	70.	80.	7.95
Dominion Textile 6/49	104.	107.	5.50
Duke Price Power 1st, 6/66	92.	97.	6.20
Eastern Dairies, Ltd., Conv. 6/49	94.	98.	6.20
Eaton, T. Realty, 5/49	85.	90.	5.92
Famous Players 6/48	68.	75.	8⅝
Federal Grain 6/49	60.	70.	9.10
Foreign Power Securities Corp. 6/49	70.	85.	7.35
Fraser Companies 6/50	25.	35.	...
Gatineau Power, 1st Mtge. 5/56	75.	80.	6.65
Gatineau Power, S. F. Debs., 6/41	63.	70.	9.00
General Steel Wares 6/52	30.	50.	...
Howard Smith Paper Mills 5½/53	53.	63.	9.00
Harris Abattoir 6/47	95.	100.	6.00
Manitoba Power, 1st S. F. 5½/51	68.	75.	8.00
Maple Leaf Milling 5½/49	75.	80.	7.55
Massey-Harris, 1st Mtge. 5/47	53.	63.	9.00
MacLaren Quebec Power 5½/61	80.	90.	6.25
Montreal Coke, 1st S. F. 5½/47	94.	99.	5.60
Montreal Island Power 5½/57	94.	98.	5⅝
Montreal Light, Heat & Power 5/51	97.	100.	5.00
Montreal Tramways 1st, Coll. Trust 6/41	96.	100.	5.00
Montreal Tramways Gen. Ref. 4½/55	80.	85.	5.65
Montreal Tramways 5/55	83.	86.	6¼
Moodie, J. R. 6/48	95.	100.	6.00
Ogilvie Flour Mills 6/32	99.	101.	4.95
Ontario Power Service 5½/50	60.	70.	8⅞
Ottawa Valley Power 5½/70	95.	98.	5.60
Power Corporation of Canada 4½/59	78.	80.	5.95
Price Bros. 1st S. F. Ser. "A" 6/43	75.	85.	8.00
Quebec Power 1st, Mtge. Coll. S. F. 5/68	94.	97.	5.17
Shawinigan Water & Power 4½/70	90.	95.	4.80
Shawinigan Water & Power 5/70	97.	100.	5.00
Simpsons 6/49	80.	90.	7.00
Southern Canada Power 1st. 5/55	96.	102.	4.85
United Securities Coll. Trust 5½/52	90.	95.	5.90
West Kootenay Power 5/56	90.	95.	5.25
Windsor Hotel 6½/48	97.	100.	6.50
Windsor Hotel 6/47	90.	96.	6.40
Winnipeg Electric 5/35	94.	100.	5.00
Winnipeg Electric 6/54	70.	78.	8¼

A.J.Pattison, Jr. & Co. LIMITED
INVESTMENT BANKERS
Dealers in Unlisted Bonds and Shares
159 Bay Street, (First Floor) Toronto Elgin: 5101 (TEN LINES)



Going to
NEW YORK

stop at the
ROOSEVELT

◆

REDUCED RATES

In accordance with the spirit of the times, we have revised the tariff at The ROOSEVELT. There has been, of course, not the slightest reduction in the standard of service which we offer our guests. The same personal comfort, attentive helpfulness, and hospitality in keeping with our Colonial setting are to be found, as always.

We believe that with our reduced tariff these advantages will be doubly appreciated by our patrons . . . Single rooms at $4.50, $5, $6, $7 and $8. Double rooms at $6, $7, $8, $9 and $10; with twin beds at $8, $9, $10, $12 and $14. Suite—parlor and one or more bedrooms—at $15, $20 and $25. Special concessions will be made, as usual, to those making a prolonged stay.

◆

3 DELIGHTFUL DINING ROOMS

No dining room in the world surpasses the Hendrik Hudson Room in dignity and rich simplicity. Its Colonial architecture, setting off N. C. Wyeth's famous paintings of early New York, adds mightily to your enjoyment. The Colonial Restaurant, open all day, with its authentic period furniture is deservedly popular. And the Grill, where Guy Lombardo and his Royal Canadian dance orchestra play nightly except Sunday during dinner, supper after the theatre, and Saturday afternoons, is one of New York's well known attractions.

◆

FREE RESERVATION SERVICE

Here's how you can secure the best rooms in each price range, in the 23 United Cities listed below. Any United Hotel will gladly wire ahead for your reservations. There is no charge for this convenience—it's just another extra service of United Hotels.

Extra service at these 23
UNITED HOTELS

NEW YORK CITY'S only United. The Roosevelt
PHILADELPHIA, PA. . . The Benjamin Franklin
SEATTLE, WASH. . . . The Olympic
WORCESTER, MASS. . . . The Bancroft
NEWARK, N. J. . . . The Robert Treat
PATERSON, N. J. . . . The Alexander Hamilton
TRENTON, N. J. . . . The Stacy-Trent
HARRISBURG, PA. . . . The Penn-Harris
ALBANY, N. Y. . . . The Ten Eyck
SYRACUSE, N. Y. . . . The Onondaga
ROCHESTER, N.Y. . . . The Seneca
NIAGARA FALLS, N.Y. . . . The Niagara
ERIE, PA. . . . The Lawrence
AKRON, OHIO . . . . The Portage
FLINT, MICH. . . . The Durant
KANSAS CITY, MO. . . . The President
TUCSON, ARIZ. . . . El Conquistador
SAN FRANCISCO, CAL. . . . The St. Francis
SHREVEPORT, LA. . . The Washington-Youree
TORONTO, ONT. . . . The King Edward
NIAGARA FALLS, ONT. . . . The Clifton
WINDSOR, ONT. . . . The Prince Edward
KINGSTON, JAMAICA, BWI. The Constant Spring

UNITED HOTELS

DIVIDEND EARNED BY CANADA DRY; CASH STRONGER

Will Issue Annual Report in November; Investments Sound

The financial position of Canada Dry Ginger Ale, Inc., is the strongest in its history, according to a letter to shareholders from P. D. Saylor, president of the company, which accompanied quarterly dividend cheques due on October 15. Investments have been confined to short term bonds and notes of the highest grade which fluctuate little in value. Preliminary figures also indicate that the ratio of current assets to current liabilities is greater than at the end of the preceding fiscal year, September 30, 1930. The annual report, it is stated, will appear some time in November.

Earnings are stated to have covered the current annual dividend rate of $3 per share. There are 512,294 shares of no par value outstanding and therefore net earnings have been in excess of $1,500,000. In the previous fiscal year net profit amounted to $3,402,225, or $6.64 per share. Previous reports indicate that sales volume has been lower during the past year due not only to general business conditions but to inauguration of lower prices and the shipment of free goods to dealers in lieu of rebates on stocks carried.

Included with the letter and dividend cheques sent to Canadian shareholders is a notice to the effect that in view of the current rate of exchange, the dividend cheque is payable in New York funds and that shareholders in cashing their cheques should receive the benefit of the New York exchange.

SUPERTEST PETE SALES INCREASE, PROFITS ARE HELD

Volume of 1931 Products Sold Likely to Exceed $4,000,000

Supertest Petroleum Corp. at the present rate will have total sales of gasoline and other petroleum products reaching well above $4,000,000 as compared with a total of $3,451,005 in 1930. This represents an increase in physical volume even greater than shown in view of the fact that gasoline has sold at lower prices in 1931 than in 1930.

Last year Supertest Petroleum earned about $501,000 after depreciation, selling and administration expenses but before income taxes. It is understood that earnings available for common and ordinary stock and share warrants will be just as great and possibly a little better than the previous year. Then the common and ordinary shares earned $3.09 a share while $1.30 was paid, including 80 cents a share regular dividend and 50 cents a share bonus. This year the regular dividend has been paid at the rate of $1 a share, and it is confidently expected by shareholders that the 50-cent bonus will be paid as usual, making the disbursements for the year $1.50 a share. However, such a bonus disbursement would not be made until the end of the year.

No major expansion programme was undertaken by the company during the year but it rounded out its programme in Montreal, Ottawa and Toronto. It is also having good success with its "Wonder" gasoline, a new knockless gasoline just put on the market recently.

The stock has recently been selling around 16, about half what it was selling for at the outset of the year.

Financial strength has been improved during the year.

BEATTY BROS. CUTS CLASS 'A' DIVIDEND TO $1 ANNUAL RATE

Reduction in Purchasing Power of Farmers Forces Move

By declaring the Class "A" common stock quarterly dividend payable November 2 to shareholders of record October 15 at 25 cents a share, directors of Beatty Bros. have cut the annual dividend rate from $2 to $1.

As an important part of the company's market is in agricultural communities, the decline in purchasing power along with sagging prices of farm products has considerably reduced the profits of the company. The company's annual statement for the year ended August 31, 1931, will be awaited with considerable interest by shareholders to see just how far earnings have dropped.

The expansion in 1930 was not continued in 1931. The effort now is to consolidate former gains and to conserve cash resources until the turn comes in farm income.

WESTERN STEEL DEFERS DIVIDENDS PREFERRED STOCK

Company is Subsidiary of Corporate Steel Products

From Our Own Correspondent

MONTREAL.—Directors of Western Steel Products, subsidiary of Corporate Steel Products, have decided to defer payment of the preferred dividend which falls due November 1. There are $1,100,000 of 6½ per cent cumulative preferred stock outstanding.

No statement has been issued regarding suspension of dividends; a sharp reduction in earnings is indicated, or it may be that the step has been taken more in the light of a precautionary measure.

SIMON AND SONS START CAMPAIGN TO BOOST SALES

Makes Strong Bid for Christmas Trade in Cigars

From Our Own Correspondent

MONTREAL. — Spurred rather than daunted by a decline in cigar sales, H. Simon & Sons is conducting an aggressive sales campaign to enable it to take full advantage of the Christmas trade. The next two months are vital in the company's business and sales during the holiday season at the turn of the year bulk large in the total turnover.

The firm has adopted radio broadcasting for the first time and is using this method of publicity both in Montreal and Toronto. In addition newspaper advertising has been broadened while new channels of distribution are being sought. The whole, it is felt, will tend to offset any decline which might become apparent in the balance of the year.

CANADIAN BRONZE EARNINGS RECORD SOME REDUCTION

Decreased Rail Activity is Reflected in Operations

From Our Own Correspondent

MONTREAL.—Canadian Bronze, Co., is putting up a stiff fight against heavy odds offered by the railway situation, but it is likely that earnings will fall somewhat short of full dividend requirements by the end of the current year.

Since Canadian Bronze is largely dependent on its railway replacement business for revenue it is easily seen that the marked falling off in car loadings and the decline in general railroad activity must find reflection in the company's earnings. The company does a certain volume of miscellaneous business but its work for the railways constitutes by far the largest portion of its general output.

B. C. Government Decides Route of Canada Highway

The B. C. government has decided that the official trans-Canada highway, as far as that province is concerned, will run from Hope along the south bank of the Fraser, through Chilliwack to New Westminster.

This apparently ends a struggle between the north and south banks of the Fraser river for possession of the trans-Canada highway running into Vancouver. The decision, although in favor of the south bank of the river, does not mean that the north bank will have no highway connection between Hope and Vancouver.

Canadian Quotations—Cont'd

Winnipeg Grain Prices

Week to October 20

Crop Year from Aug. 14 High	Low		Open Oct. 14	High for week	Low for week	Close Oct. 20
		Wheat				
.70⅞	.51	Oct.	.56	.59⅞	.54⅞	.59¼
.59⅞	.52¼	Nov.	.56¼	.59⅞	.54⅞	.59¼
.67½	.51½	Dec.	.55¼	.58⅞	.54⅞	.58⅞
.62	.55⅛	May	.58⅜	.62	.57⅛	.61
		Oats				
.38	.26½	Oct.	.30½	.33	.30½	.32⅞
.33½	.25⅜	Dec.	.29½	.31⅞	.29⅞	.30⅞
.32½	.28	May	.30½	.32½	.30½	.31⅞
		Barley				
.34½	.25½	Oct.	.32	.34½	.30⅜	.33½
.34½	.25⅜	Dec.	.32½	.34½	.31	.33⅜
.36½	.32½	May	.33⅜	.36½	.33½	.35½
		Flax				
1.25⅞	.91⅞	Oct.	.93	.94	.92	.92½
1.27	.92½	Dec.	.94⅜	.95	.92½	.94
1.21	.97½	May	.99½	1.00⅜	.97½	.99½
		Rye				
.40⅞	.28	Oct.	.35½	.38½	.34½	.38½
.42	.29⅞	Dec.	.35⅜	.38⅞	.35½	.38⅞
.41½	.32½	May	.38⅜	.41½	.38	.41½

Canadian Bonded Grain in U. S.

Quotations on New York Produce Exchange, Basis Buffalo
Week of October 20

High to date†	Low		Close Oct. 13	High for week	Low for week	Close Oct. 20
		Wheat				
.70½	.48⅞	Oct.	.53⅞	.57	.52½	.57
.70½	.50⅞	Dec.	.55⅞	.59	.54½	.59

†Since trading opened March 3.

Foreign Exchange

	New York Funds High (Premium)	New York Funds Low	Last Year High (Discount)	Last Year Low
October 14	12 5-8	12 1-2	5-64	7-64
October 15	13 1-4	12 3-4	7-64	1-8
October 16	13 1-8	12 1-2	7-64	1-8
October 17	12 1-4	11 7-8	7-64	1-8
October 19	12 1-4	12	3-32	7-64
October 20	14	11 7-8	3-32	7-64

STERLING, FRANCS AND LIRE

	Sterling Close	Francs Close	Lire Close
October 14	3.88 1-2	3.93 7-8	5.17 1-2
October 15	3.87	3.93 3-4	5.17
October 16	3.86 3-4	3.93 3-4	5.17 1-2
October 17	3.88	3.93 3-4	5.18
October 19	3.90	3.93 13-16	5.18 1-2
October 20	3.93 3-4	3.93 13-16	5.19 1-2

FOREIGN EXCHANGE

Par		Oct. 6	Oct. 13	Oct. 20
5.26	Italian	5.78	5.84	5.83
23.80	German	25.87	25.99	25.92
13.90	Belgian	15.75	15.82	15.73
49.80	Japanese	....	55.75	55.30

Mining Stock Quotations

Week ending October 19

Par Val	Range 1931 High	Low	Company	Sales	Close Oct. 12 (or last)	High for week	Low for week	Close Oct. 19
1	.23	.02½	Abana	2,100	.03	.03	.02½	.03½
1	.13	.01	Aconda	......	.01	.....	.....	.....
1	.05½	.03½	Adr en	......	.04½	.....	.....	.....
N	.50	.12	Aldermac	......	.25	.....	.....	.....
	.20½	.10	Alexandria	14,000	.13	.13	.10	.12
1	.05	.00½	Algonquin	1,500	.00½	.00½	.00½	.00½
1	.02½	.01	Amity C.	500	.01½	.01	.01	.01
No	.45	.12	Amulet	1,800	.17	.18	.15	.15
1	.02½	.00½	Apex	9,000	.01½	.00½	.00½	.00½
1	.05	.01	Area	500	.01½	.01	.01	.01
1	.01	.00½	Argo. Cons.	300	.00½	.01	.01	.01
No	.08½	.01½	Arno	12,000	.02	.02	.01½	.01½
1	.01½	.01	Astoria	......	.01	.....	.....	.....
1	.02	.00½	Atlas	......	.00½	.....	.....	.....
1	.07	.05½	Bagamac	......	.06½	.....	.....	.....
1	.02½	.01	Baldwin	2,000	.01	.01½	.01½	.01½
1	.19	.08	Barry Holl.	12,600	.10½	.10½	.08½	.09½
No	1.45	.75	Base Metals	......	.90	.....	.....	.....
No	.04	.00½	Bathurst	......	.03	.....	.....	.....
5s	1.75	.60	B'Wana	......	.75	.....	.....	.....
1	.28	.25	Ben Nevis	......	.27	.....	.....	.....
No	.33	.15	Bidgood	13,200	.21	.21	.15	.18
1	.50	.08	Big Missouri	4,000	.09	.10	.09	.10
1	.05½	.04½	Blue Quartz	......	.04½	.....	.....	.....
1	.12	.01½	Bobjo	4,000	.03	.03	.02½	.02½
No	.01	.00½	Boischatel	......	.01	.....	.....	.....
1	.10	.01	Brett Trethewey	55,400	.09	.10	.07	.10
1	.03	.03	Brit. Canadian	......	.03	.....	.....	.....
No	.12	.02½	Brownlee	53,400	.05½	.05½	.03½	.04½
1	.02	.00½	Buckingham	......	.00	.....	.....	.....
	.27	.19	Buffalo Can.	11,350	.24	.27	.23	.27
No	.08½	.02	Bunker Hill	18,000	.03½	.03½	.02	.02½
No	.03	.01	Cal. Flin Flon	......	.01	.....	.....	.....
1	.04	.01	Cambro Kirk.	100	.02	.04	.04	.04
No	.05½	.02	Canam Metals	500	.02½	.02½	.02½	.02½
1	.06½	.01½	Can. Kirk and	56,500	.03½	.03½	.03½	.03½
1	.02	.02	Can. Lorraine	......	.02	.....	.....	.....
1	.32½	.12	Canusa	51,500	.22	.23	.17	.17½
1	.04½	.00½	Capital Rouyn	......	.01	.....	.....	.....
1	.26½	.15	Castle Trethewey	1,175	.17	.21½	.19½	.21½
1	.23	.03	Cen. Manitoba	1,800	.08½	.08	.06½	.08
1	.17	.05	Can. Patricia	800	.09	.08	.05	.08
1	.02	.01½	Champion Reef	......	.02½	.....	.....	.....
No	.59	.02	Chib. Pros.	6,800	.09	.07	.05	.05½
No	.08	.00½	Clericy	4,000	.01½	.01½	.00½	.01½
5	10.50	2.50	Coast Copper	......	3.00	.....	.....	.....
1	.05½	.01½	Cobalt Con.	23,500	.02½	.02½	.01½	.01½
1	.02½	.00½	Col. Kirkland	......	.01	.....	.....	.....
1	.39	.05	Columario	9,600	.08½	.08½	.06½	.07½
5	1.50	.50	Coniagas	......	1.25	.....	.....	.....
No	.62	.25	Coniaurum	......	.40	.....	.....	.....
25	188.25	64.00	Cons. Smelters	218	65.00	65.00	65.00	65.00
	.32½	.15	Cons. Venus	7,000	.30	.32½	.31½	.32½
1	.01	.00½	Corona	......	.00½	.....	.....	.....
1	.02½	.00½	Crown Reserve	......	.01	.....	.....	.....
	.29½	.26½	Crudome	......	.28½	.....	.....	.....
No	.21	.03	Dom. Exploration	5,000	.08	.08	.06½	.08
1	.03	.00½	Dom. Kirkland	......	.00½	.....	.....	.....
No	13.40	3.00	Dome Mines	5,225	9.65	10.55	9.40	10.50
1	.01	.00½	Don Rouyn	......	.01	.....	.....	.....
No	.33	.30	Donald Woolsey	......	.30	.....	.....	.....
1	.01	.00½	Dunkin	......	.00½	.....	.....	.....
1	.02½	.00½	Duprat	......	.01½	.....	.....	.....
	1.68	.20	Eldorado	20,050	.88	1.01	.84	.88
	.70	.75	Falconbridge	......	.99	.....	.....	.....
1	.08½	.02	Federal	22,000	.04½	.04	.04	.04
No	.01½	.00½	Flintoba	14,500	.00½	.00½	.00½	.00½
No	.30	.06	Gem Lake	6,000	.07	.07	.06	.07
	.04½	.01½	Gilbec	......	.02	.....	.....	.....
1	.08	.02½	Goldale	......	.03½	.....	.....	.....
1	.25	.08	Goldfield	......	.08	.....	.....	.....
1	.01½	.00½	Gold Hill	......	.00½	.....	.....	.....
1	.11	.02½	Goodfish	1,500	.03½	.03½	.03½	.03½
1	.04*	.00½	Graham	......	.00½	.....	.....	.....
No	2.30	1.10	Granada	......	1.35	.....	.....	.....
1	.12	.06	Grozelle	10,500	.09	.12	.10½	.12
1	.03	.01	Harker	......	.01½	.....	.....	.....
	.39	.31	Harvey	......	.39	.....	.....	.....
1	.08½	.07½	Hayden	......	.08	.....	.....	.....
	.30	.28	Helliwell	......	.28	.....	.....	.....
1	.05	.00½	Hilltop	60,000	.02	.02½	.01½	.01½
5	8.70	4.60	Hollinger	7,981	5.40	5.70	5.25	5.60
1	.30	.20	Howey Gold	5,850	.29	.30	.25	.29
No	5.30	2.00	Hudson Bay	1,290	3.15	3.50	3.00	3.00
No	.40	.30	Huronian	......	.31	.....	.....	.....
No	20.50	9.12	Int. Nickel	16,230	9.75	10.50	9.50	10.50
1	.03	.00½	Jackson M.	......	.01	.....	.....	.....
1	.34	.23	Keeley	......	.23	.....	.....	.....
1	.04½	.00½	Keora M.	......	.01	.....	.....	.....
1	.65	.27½	Kirk. Hud Bay	2,300	.62	.65	.61	.65
1	.03	.01	Kirk. Hunton	1,000	.01½	.01	.01	.01
1	.93	.52	Kirkland Lake	38,650	.53	.56	.52	.54½
1	.08	.01	Kirk Premier	5,000	.01	.02½	.01½	.02½
1	.25	.08½	Kirk. Townsite	13,700	.10½	.12½	.11	.12½
20c	.02½	.00½	Koot. Florence	9,500	.00½	.01	.00½	.00½
1	.02	.00½	La Rose	......	.00½	.....	.....	.....
1	.69	.38	Lakeland	1,100	.47	.47½	.42	.47½
1	28.50	20.00	Lake Shore	6,865	25.05	27.60	25.00	27.60
1	.02	.00½	Laval	......	.00½	.....	.....	.....
1	.03½	.01½	Lebel Oro	2,000	.02	.03½	.02½	.03½
No	.35	.35	Locarno	......	.35	.....	.....	.....
1	.55	.10	Macassa	65,300	.37	.47	.39	.42
1	.12	.02	Malartic	......	.03	.....	.....	.....
No	.15	.03	Mandy	......	.08	.....	.....	.....
No	.06	.01	Manitoba Basin	11,100	.01½	.02	.01	.01½
1	.55	.20	McKinley	250	.35	.35	.35	.35
5	25.50	13.95	McIntyre	2,075	18.50	18.50	18.00	18.00
No	.33	.08	McLeod River	53,000	.12	.21	.09½	.12
1	.04	.04	McVittie	......	.04	.....	.....	.....
1	.29	.03	MacMillan	......	.06	.....	.....	.....
1	.01½	.00½	Millcrest	......	.01	.....	.....	.....
No	1.84	1.39	Mining Corp.	20	1.41	1.41	1.41	1.41
1	.34	.01	Moffatt Hall	157,950	.11½	.12	.10	.11½
1	.04	.02½	Moneta	......	.03	.....	.....	.....
1	.00½	.00½	Mtl. Rouyn	......	.00½	.....	.....	.....
1	.63	.20	Moss	87,600	.35½	.40	.35	.39½
1	.09	.01	Murphy	......	.02	.....	.....	.....
No	.07½	.02	Newbec	500	.03	.02	.02	.02
1	.40	.25	Nevada	......	.25	.....	.....	.....
1	.09	.02	Night Hawk	1,000	.03	.04	.04	.04
5	1.90	.80	Nipissing	1,980	1.23	1.19	1.10	1.15
No	29.65	11.75	Noranda	19,742	13.65	15.65	12.95	15.25
1	.50	.25	Nor. Canada	1,100	.38	.34	.30	.30
No	.03	.00½	Old Colony	4,000	.00½	.01	.00½	.01
1	.01	.00½	Ophir	......	.00½	.....	.....	.....
1	.10½	.02½	Oriole	......	.03	.....	.....	.....
1	.21	.07	Osisko	......	.08	.....	.....	.....
1	.25	.23	Parkhill	......	.23	.....	.....	.....
1	.15	.14	Patricia Dent	......	.14½	.....	.....	.....
1	.04	.01½	Pawnee Kirk	......	.02½	.....	.....	.....
No	1.61	.60	Pend Oreille	1,000	.60	.70	.64	.65
1	.04½	.01	Pete. Cobalt	3,500	.01½	.01½	.01	.01½
	.25	.18½	Phoenix Molybd.	......	.25	.....	.....	.....
1	.01½	.00½	Picard	......	.00½	.....	.....	.....
1	.12	.05	Pioneer	......	.05	.....	.....	.....
1	.02½	.00½	Porc. Crown	......	.00½	.....	.....	.....
1	.02	.00½	Potter Doal	......	.00½	.....	.....	.....
1	.45	.30	Powell Rouyn	......	.30	.....	.....	.....
1	.99	.40	Premier Gold	4,300	.45	.51	.47	.50
1	.02½	.00½	Preston E. Dome	......	.01	.....	.....	.....
No	.25	.07	Quemont	......	.08	.....	.....	.....
1	.06	.00½	Ribago	7,000	.03½	.03½	.03	.03
1	.34	.24	Rich. Rock	......	.33	.....	.....	.....
1	.15	.01½	Ritchie	19,500	.03	.03½	.01½	.02½
1	.04	.00½	R. Montbray	......	.01	.....	.....	.....
1	.05	.04	Rubec	......	.04	.....	.....	.....
No	.36	.25	San Antonio	1,730	.30	.30½	.25	.30½
1	.21	.10	Seven Troughs	......	.10	.....	.....	.....
1	1.25	.40	Sherritt Gordon	10,895	.51	.52	.50	.51
1	.57	.33	Siscoe	30,270	.53	.55	.51	.55
1	.18	.02	South Keora	3,500	.03	.02	.02	.02
No	.05	.01	Stadacona	8,000	.01½	.01½	.01	.01
1	.20	.03½	St. Anthony	......	.08	.....	.....	.....
No	.82	.35	Sudbury Basin	300	.40	.40	.40	.40
1	.03	.01	Sudbury	......	.01½	.....	.....	.....
1	.03½	.00½	Sudbury Mines	......	.00½	.....	.....	.....
No	.04½	.01	Sudbury Nickel	......	.03	.....	.....	.....
1	.19	.09	Sullivan	300	.10	.10	.10	.10
1	1.14	.48	Sylvanite	14,500	.61½	.67	.62	.67
1	.20½	.04	Tashota	......	.10	.....	.....	.....
1	8.65	4.65	Teck Hughes	18,740	5.90	6.05	5.65	5.85
1	.10½	.01	Telluride	......	.01	.....	.....	.....
1	.01½	.01	Temiskaming	......	.01	.....	.....	.....
1	.06½	.02	Thom. Cadillac	500	.03½	.03½	.03½	.03½
1	.02½	.00½	Tough Oakes	......	.01	.....	.....	.....
1	.63	.17	Towagmac	500	.20	.25	.25	.25
No	2.65	1.00	Treadwell	......	1.25	.....	.....	.....
No	2.85	2.40	Tri-Metals	......	2.85	.....	.....	.....
1	.15	.04½	United Kirkland	1,500	.07	.07	.07	.07
1	.03	.01½	Vacuum Gas	......	.01½	.....	.....	.....
No	.86	.35½	Ventures	10,650	.49	.49	.41	.44
1	.15	.01½	Vickers	......	.09	.....	.....	.....
1	1.22	.50	Vipond	1,180	.58	.59	.53	.54
No	2.00	.90	Waite Ackerman	......	1.00	.....	.....	.....
1	.02½	.01	West Tree	......	.01	.....	.....	.....
1	.27	.03½	White Lake	......	.05½	.....	.....	.....
1	.06	.02	Wiltsey	......	.02	.....	.....	.....
No	.01½	.00½	Windfall Rain	......	.01	.....	.....	.....
	.13	.03½	Wood Kirk	5,000	.05	.04	.04	.04
No	3.25	1.85	Wright-Har	22,770	2.57	2.90	2.60	2.85

WESTERN OIL STOCKS

Par Va.	Range 1931 High	Low	Company	Sales	Close Oct. 12 (or last)	High for week	Low or week	Close Oct. 19
1	.30	.12	Acme	29,273	.16½	.15	.12	.13
1	.37½	.05	Alta. Pacific	125	.05	.08	.07½	.08
1	.08	.07	Amalgamated	......	.08	.....	.....	.....
No	.25	.04	Associated	2,125	.05	.05	.05	.05
1	1.89	1.08	Ajax	1,075	1.10	1.10	1.10	1.10
No	.12	.02	Baltac	......	.03	.....	.....	.....
1	.07	.02	Black Diamond	......	.02	.....	.....	.....
1	.36	.05	Brit. Dominion	......	.07	.....	.....	.....
1	.32	.03	Calmont	425	.04½	.03½	.03	.03
No	.82	.20	Calgary & Ed.	495	.22	.24½	.22	.24½
1	.47	.06	Comm. Pete.	4,125	.07	.09	.06	.06
No	.60	.12	Dalhousie	3,475	.14	.13	.12	.12
No	.08	.01½	Devenish	......	.01½	.....	.....	.....
No	.12	.01½	Dome Oil	......	.02	.....	.....	.....
No	.69	.07½	East Crest	2,100	.10	.09½	.07½	.07½
1	.05	.00½	Fabyan Pete	......	.00½	.....	.....	.....
No	.60	.14	Foothills	......	.15	.....	.....	.....
No	.18½	.02	Freehold	......	.02	.....	.....	.....
1	.02	.00½	Great West	......	.00½	.....	.....	.....
No	.17	.03	Hargal	......	.04	.....	.....	.....
No	.10	.03½	Herron Pete	......	.03½	.....	.....	.....
No	.07½	.02	High Sarcee	3,280	.05	.04½	.04	.04½
No	2.00	.32	Home	690	.40	.40	.40	.40
No	.22	.00½	Homestead	960	.02½	.03½	.03½	.03½
1	.70	.37	Homest'd O. & G.	8,500	.38	.49	.37	.42½
1	.08½	.00½	Ill. Alberta	1,400	.00½	.00½	.00½	.00½
No	.70	.10½	Lowery	......	.18	.....	.....	.....
1	.05	.00½	Madison	......	.00½	.....	.....	.....
1	.85	.15	Mayland	......	.15	.....	.....	.....
No	.11	.00½	McD. Segur Ex	......	.02½	.....	.....	.....
1	.29	.01½	McD. Segur N.	50	.03	.02	.02	.02
1	.72½	.25	McLeod	250	.27	.28	.28	.28
No	.39	.07½	Mercury	4,200	.08	.08½	.08½	.08½
No	.20	.05	Merland	......	.05	.....	.....	.....
No	.38	.08	Mill City Pete.	150	.09	.09½	.08½	.09½
1	.49	.11	Model	1,500	.12½	.13	.12	.12½
1	.18	.02	Monalta	......	.07	.....	.....	.....
1	.31	.07	Moose M.	......	.07	.....	.....	.....
1	.04	.00½	New Federal	......	.01	.....	.....	.....
No	.56	.13	Nordon	8,250	.17	.17	.13	.14½
No	.11	.02½	Oil Selection	4,000	.04	.03½	.03½	.03½
No	.28	.03½	Okalta	300	.04	.04½	.03½	.03½
100	27.00	9.00	Do., Pref.	3	9.00	9.00	9.00	9.00
No	.22	.05	Olga Gas & Oil	......	.12	.....	.....	.....
1	.37½	.18	Petrol	9,100	.18	.25	.20	.25
No	.28	.01½	Penn. Pete.	7,000	.02	.02½	.01½	.02
No	.25	.07	Ranchmen's	660	.08½	.08	.08	.08
1	.05	.01½	Regent	......	.02	.....	.....	.....
No	.13	.01½	Richfield	......	.01½	.....	.....	.....
No	17.75	5.00	Royalite	......	5.25	.....	.....	.....
1	.82	.21	Sarnia Oil	1,000	.25	.23	.22½	.22½
1	.05½	.01	Signal Hill	......	.03	.....	.....	.....
No	.27	.10	So. West Pete.	......	.10	.....	.....	.....
No	.60	.12	Spooner	......	.13	.....	.....	.....
No	.19	.04½	Sterling Pacific	100	.06	.05	.05	.05
	.15	.15	Turner Basin	......	.15	.....	.....	.....
1	.16	.05	Turner Valley	......	.05	.....	.....	.....
No	.31	.05½	United	803	.06	.07½	.05½	.06
1	.15½	.05	Vulcan	100	.05	.07	.07	.07
No	.05	.00½	Wainwell	500	.00½	.00½	.00½	.00½
1	.28	.08	Waite Valley	......	.08½	.....	.....	.....

VANCOUVER STOCK EXCHANGE
(Transaction for Week to October 14)

Par Va.	Range 1931 High	Low	Company	Sales	Close Oct. 12 (or last)	High for week	Low or week	Close Oct. 19
25c	.01	.00½	Bayview	......	.00½	.....	.....	.....
20c	.07	.01	Beaver Silver	1,000	.03½	.03	.03	.03
25c	.02½	.00½	Bluebird	......	.01½	.....	.....	.....
25c	.70	.40	B. C. Silver	......	.40	.....	.....	.....
25c	.02	.00½	Cork Province	......	.01	.....	.....	.....
1	.29	.10	Cotton Belt	23,300	.27	.29	.25	.27
1	.04	.02	Dunwell	......	.02	.....	.....	.....
1	.10	.04	Duthie	......	.04	.....	.....	.....
1	.90	.39	George Copper	......	.40	.....	.....	.....
50c	.05	.01	Geo Enterprise	......	.02	.....	.....	.....
1	.05	.01½	Georgia River	10,200	.03½	.03½	.03	.03
50c	.02	.02½	Glacier	......	.02½	.....	.....	.....
10c	.01	.01	Gladstone	......	.01	.....	.....	.....
1	.45	.18	Golconda	400	.23	.20	.20	.20
50c	.07½	.03	Grandview	3,600	.05	.05½	.04½	.04½
No	27.50	17.00	Howe Sound	......	21.25	.....	.....	.....
1	.17½	.10	Intern. Coal	......	.10	.....	.....	.....
1	.01½	.01	Independence	......	.01	.....	.....	.....
1	.02	.01	Indian Mines	......	.01	.....	.....	.....
1	.43	.24	Jack Waite	......	.28	.....	.....	.....
25c	.02	.00½	Kootenay King	......	.00½	.....	.....	.....
25c	.00½	.00½	Lakeview	......	.00½	.....	.....	.....
*25c	.02	.00½	L. & L.	......	.02	.....	.....	.....
1	.12	.12	Los Ang. Van	......	.12	.....	.....	.....
1	.12½	.06	Lorne Gold	13,200	.08	.09	.08	.08½
10c	.03½	.01½	Lucky Jim	......	.01½	.....	.....	.....
2.50	.01	.00½	Marmot Gold	......	.01	.....	.....	.....
50c	.01	.00½	Marmot Metals	......	.00½	.....	.....	.....
25c	.00½	.00½	Mohawk	......	.00½	.....	.....	.....
1	.25	.14	Montana Mines	......	.17	.....	.....	.....
1	.05	.01	Morton Woosley	......	.01	.....	.....	.....
50c	.03½	.01	National Silver	5,000	.01	.01½	.01½	.01½
50c	.09½	.03	Noble Five	5,000	.04½	.04	.04	.04
50c	.12½	.03	Oregon Copper	......	.03	.....	.....	.....
1	.70	1.23	Pioneer Gold, B.C.	1,000	2.15	2.40	2.20	2.25
No	.02	.00½	Premier Border	1,000	.00½	.00½	.00½	.00½
50c	.09	.03	Porter Idaho	......	.04	.....	.....	.....
No	.55	.20	Reeves McDonald	......	.20	.....	.....	.....
1	.28	.11	Reno Gold	......	.17	.....	.....	.....
1	.04	.02	Rufus Argenta	......	.02	.....	.....	.....
1	.07	.02½	Ruth Hope	......	.03½	.....	.....	.....
1	.05½	.04	Silverado	......	.05½	.....	.....	.....
25c	.03	.00½	Silver Crest	......	.00½	.....	.....	.....
50c	.05	.00½	Snowflake	21,600	.01½	.02	.01½	.02
1	.45	.25	Sunloch	......	.25	.....	.....	.....
50c	.02½	.01	Topley Rich	......	.02	.....	.....	.....
5	.20	.05	Toric	......	.05	.....	.....	.....
20c	.01	.00½	Wellington	......	.01	.....	.....	.....
1	.05	.02	Whitewater	......	.03	.....	.....	.....
No	.03½	.00½	Woodbine	......	.01	.....	.....	.....

DIVIDEND PAYERS

	Rate	Yield		Rate	Yield
Cons. Smelters	$2.50+a	3.84	Premier	12c.	....
Dome Mines	$1	9.52	Pioneer, B.C.	12c.	5.33
Granby	$1	....	Royalite	50c.	....
Hollinger	65c.+5	12.50	Spooner Oils	6c.	....
Howe Sound	$2	....	Sylvanite	4c.	....
Inter. Nickel	40c.	3.81	Teck Hughes	60c.+5	11.11
Lake Shore	$2+50c.	9.05	United Oils	5c.	....
McIntyre	$1	5.55	Wellington Oil	5c.	....
Mercury Oil	5c.	....	Wright-Har	10+2½c.	4.38

a. Stock bonus 1 share for each 20 shares held.

LEAVITT GETS GAS FRANCHISE IN TWIN CITIES

Port Arthur and Fort William Will Get Coking Plant

Electors of Fort William and Port Arthur, Ont., have ratified by a large majority, the granting of a 30-year gas franchise to A. T. Leavitt. Mr. Leavitt is a director of United Fuel Investments Ltd., a subsidiary of Union Gas Co. of Canada, Ltd. While negotiations have not been undertaken in the name of the company it is rumored that Union Gas, either directly or through its subsidiary, is interested in the project.

The present plan calls for construction of a gas and coking plant in either Port Arthur or Fort William which will supply gas to the two cities. The agreement calls for the expenditure of $500,000 but actual expenditures may eventually be nearer $2,000,000. The company would be in a strategic position to supply coke to the western provinces and receive coal by lake haul. Gas produced will be used for heating and domestic purposes other than lighting. The plant must be completed within a year from October 19, 1931, producing and ready to distribute 1,000,000 ft. of gas per day.

Negotiations have been under way for some months and details have been completed. This deal, however, required the sanction of the voters of both cities and this has now been secured. Site of the plant will be selected by the company and there will be a division between the two cities of taxes. The city in which the plant is located will receive land tax while business and improvement taxes will be divided equally.

Before the acquisition of United Fuel Investments, Ltd. and subsidiaries, by Union Gas Co. of Canada in 1930, A. T. Leavitt was managing director of United Fuel Investments and president of Hamilton By-Products Coke Ovens, Ltd., a subsidiary, as well as being a director of both companies.

INTER. PETROLEUM OUTPUT DOWN 13 P.C.

Colombian Production in September Dropped to New 1931 Low

Preliminary figures of production of crude by International Petroleum Co. during September indicate that output in Peru averaged 19,573 bbls. daily, somewhat higher than in August, but that production in Colombia dropped to 47,165 bbls. daily which is the lowest daily average for any month in the current year. As indicated in the previous preliminary figures total production in August was lower in Peru and higher in Colombia than in the preceding month.

For the eight months ended August 31 total production in the two fields was 17,526,527 bbls., a decrease of 13.4 per cent from production in the corresponding period of 1930. The decrease is the result of a curtailment programme undertaken to bring production into line with world conditions in the industry. Production in Peru has been reduced by some 23.9 per cent from production in the corresponding period of 1930 while production in Colombia has been reduced by less than 9 per cent.

Production figures in both Peru and Colombia during August and during the first eight months of the current year compare with the corresponding periods in 1930 as follows:

	1931	1930
August		
Peru:		
No. of wells completed	3	9
Av. initial prod., bbls.	246	537
Total crude prod., bbls.	588,403	766,249
Colombia:		
No. of wells completed	5	9
Av. initial prod., bbls.	712	401
Total crude prod., bbls.	1,512,528	1,747,202
Eight Mos Ended August 31:		
Peru:		
No. of wells completed	34	82
Av. initial prod., bbls.	261	423
Total crude prod., bbls.	5,143,418	6,755,962
Colombia:		
No. of wells completed	34	82
Av. initial prod., bbls.	654	644
Total crude prod., bbls.	12,383,109	13,592,550

* Increase.

Canadian Converters Maintains Dividend

From Our Own Correspondent

MONTREAL.—Directors of Canadian Converters Co. have declared a dividend of 1 per cent on the company's capital stock for the payable November 15, maintaining the rate of 4 per cent which was inaugurated with the August payment.

Sales, it is understood, have shown no improvement during the year to date as compared with last year; the reduction in earnings for the year ended April 30, 1931, necessitated a cut in the former dividend rate from 7 per cent to 5 per cent, in August, 1930. This was further reduced in August this year.

Hodgson Bros. & Co. Limited
Formerly Hodgson Bros. & Dunton Limited
INVESTMENT SECURITIES
240 St. James St., Montreal

WHEN REMITTING
SEND
CANADIAN NATIONAL EXPRESS
MONEY ORDERS

SARNIA CHAIN LINK
HIGH RUST RESISTING FENCE FOR EVERY INDUSTRY
SARNIA FENCE Co Ltd
Head Office and Plant: Sarnia, Ont.
Toronto Office: 516 Richmond St. West. El. 6661.
Western Office: 325 Main St., Winnipeg, Man.
T. C. CREAGHAN, 212 Keefer Building, Montreal, Que.

Every pipeful you Smoke helps Canada!

Handy pocket tin, 15c.
½ pound screw-top humidor, 75c.

Picobac is Canadian through and through. It is grown on plantations along the shores of Lake Erie, where the wonderful soil and climate of Southern Ontario produce a Burley leaf—as well as peaches and other fruits—that ask no favours from any land. It has been developed from the finest Burley seed—into a refined thin-leafed Burley with the northern flavour—sweet, mild and fragrant.

—and don't forget, you get more tobacco for your money.
Imperial Tobacco Company of Canada, Limited

Picobac
"The Pick of Canada's Burley Tobacco"
Grown in sunny, southern Ontario

Pulleys, Saws, Mill Supplies
Belting for Every Need
N. SMITH BELTING WORKS
138-140-142 York St.
Toronto, Can.

Established 1889
J. P. LANGLEY & CO.
C. P. ROBERTS, C.A.
Chartered Accountants
G. S. HOLMESTED
Trustee in Bankruptcy Proceedings
Offices: McKinnon Bldg., Toronto

MILLAR, MACDONALD & CO
CHARTERED ACCOUNTANTS
WINNIPEG WINDSOR

WILTON C. EDDIS & SONS
Established 1895
CHARTERED ACCOUNTANTS
Federal Building, Toronto

PIPE & ALLEN
QUALIFIED ACTUARIES
Specializing in Pension Fund organization and valuation, statistical analysis and Hollerith tabulation for casualty, fire and life insurance companies.
METROPOLITAN BUILDING - TORONTO

CLARKSON, GORDON, DILWORTH, GUILFOYLE & NASH
CLARKSON, McDONALD, CURRIE & COMPANY
TORONTO MONTREAL OTTAWA and WINDSOR QUEBEC
Chartered Accountants
E. R. C. CLARKSON & SONS
Authorized Trustees and Receivers
15 WELLINGTON STREET WEST TORONTO

GENERAL TRUST OF CANADA
Complete Trust Service
112 ST. JAMES ST., WEST - - MONTREAL

Foresees Trade Expansion

Despite adverse world conditions of trade Canada does about $1,000,000 worth of business annually with the Republics of Panama, Colombia and Venezuela, according to J. A. Strong, Canadian Trade Commissioner at Panama.

5% INVESTMENT DEBENTURES
Available in amounts of $100 and upwards. Canada Permanent debentures have long proved a sound and paying investment.
FOUNDED 1855
CANADA PERMANENT Mortgage Corporation
320 Bay Street, Toronto
Assets exceed $69,000,000.

Algoma
A reputation—as well as a name
Algoma Steel Corporation Limited
Sault St. Marie, Ont.
General Sales Office:
MONTREAL:
730 Canada Cement Building
District Sales Office:
TORONTO:
1206 Northern Ontario Building

PENMANS LIMITED
General Offices: Paris, Ontario
Manufacturers of High-Grade
KNITTED UNDERWEAR, HOSIERY, and OUTERWEAR
Mills at: Paris, Brantford, London, Waterford, Ontario; Coaticook and St. Hyacinthe, Quebec
Selling Agents to the Wholesale Trade:
John Gordon & Son, Limited, Montreal and Toronto.
To the Retail Trade:
Montreal, Quebec, Toronto, Ottawa, London, Hamilton, Halifax, Saint John, N.B.
Agents:
Bryce Sales Limited, Calgary, Winnipeg and Vancouver.
Export Representatives:
Great Britain and Ireland: Liddell & Mitchell, Glasgow, Scotland.
Taylor & Shelmerdine, Manchester, Eng.
W. J. Cutcliffe, London, Eng.
A. Lowry, Belfast, Ireland.
Australia: Hugh Scott Young, Melbourne.
New Zealand: H. W. Airey, Ltd., Auckland, Dunedin, Wellington.
South Africa: L. C. Carrick, Johannesburg.
Newfoundland: S. Elliott & Co., St. John's.
British West Indies: Wilson & Johnstone Ltd., Port-of-Spain, Trinidad.
Lester W. Huddle, Kingston, Jamaica.
China and Japan: Messrs. Horn & Nobbins, Shanghai, China.

Canadian Mining News

VIPOND MINES NETS $61,004 REPORT SHOWS

Exploration Expenditures Were Met Out of Profits

ORE NOT ESTIMATED

Operations Largest in History of Company, Principally Confined to Deep Work

Annual report of Vipond Consolidated Mines, operating in the Porcupine district, for the fiscal year ended July 31, last, showed a net profit of $61,004, equivalent to 2.7 cents per share, on 2,250,000 shares outstanding.

This compares with a net profit of $302,367 in 1930, and $222,767 in 1929. No dividends have been paid since 1927.

The reduced earning reflects the deep exploration programme that has been under way and the mine manager states that operations were on a larger scale than at any time in the history of the property.

The following is a comparative income and surplus statement for the past three years:

Income and Surplus Account
Years Ended July 31

	1931	1930	1929
	$	$	$
Oper. inc.	712,856	896,397	797,113
Less oper. exp.:			
Devel.	199,494	89,179	107,124
Min. & hoist.	189,170	226,818	196,774
Crush., con. & mill.	131,315	135,441	121,132
Ship. & mkt.	4,907	6,396	5,201
Gen. camp maint.	68,167	10,888	12,223
Admin. & gen. exp. (mine)		20,318	20,656
Admin. & gen. exp. (Toronto office)	....	12,909	7,962
Transf., legal & dir. fees	....	13,500	17,732
Ins., incl. compen.	....	19,742	20,350
Prov. & munic. taxes	26,267	8,606	8,387
Oper. earn.	93,536	352,600	279,572
Add non-oper. rev.:			
Bank, bond & loan int. earn.	40,362	29,333	20,972
Foreign exchge.	....	4,041	....
Profit on sec. sold	2,088	....	....
Total net earn.	135,986	385,974	300,544
Less:			
Exam. outside props. w.o.	....	3,488	6,419
Loss on bonds	....	1,835	....
Deprec.	66,168	63,990	61,191
Res. for Dom. inc. tax	8,814	14,294	10,168
Net profit	61,004	302,367	222,766
Surp. for year	61,004	302,367	222,766
Add: Prev. surp.	660,207	357,840	135,020
Adjustments	....	....	54
Less: Adjust.	459	....	....
Bal. forward	720,752	660,207	357,840
Earnings Per Share:			
Com.: Earned	$0.027	$0.134	$0.099

Developments at the property were commented on by the mine manager in the annual report as follows:

"During the year the main shaft was deepened from the 1,200-ft. level to the 1,450-ft. level in order to explore, at greater depth, areas which have proved productive at horizons above. To accomplish this a crosscut was driven 700 ft. west from the shaft and another crosscut was driven 700 ft. east from the shaft at the 1,450-ft. level. The object of the westerly crosscut was to reach the downward continuation of the Porcupine Crown vein and to provide a means of generally exploring the eastern contact of the Porcupine Crown porphyry at depth. The object of the easterly crosscut was to reach the No. 9 break which was to be explored for the downward continuation of ore deposits previously found along it. Drifting is now under way northwesterly and southeasterly along No. 9 break.

"At September 30, the westerly workings had reached the southerly extension of the Porcupine Crown vein system. In the easterly workings, however, the northwesterly drift heading is still 150 ft. from the northern zone and the southeasterly drift heading is 100 ft. from the southeastern zone on No. 9 break.

"While it was hoped that the deep exploration programme could be advanced to a definite issue in time for the annual report, the necessary work could not be completed by this date. It is expected that full information on this important development work will be available at the annual meeting.

"In addition to the above, work on the southern portion of the 5-8 system has encountered new ore on the 500-ft. and 600 ft. levels, but its importance has not as yet been determined."

A statement of ore reserves is omitted for the first time. In this connection it is stated that it is impossible at the present stage of an unfinished development programme to estimate ore reserves. In 1930 the reserves were estimated at 163,525 tons, averaging $8.23 per ton.

The following is a tabulation of production and recovery since the commencement of operations by the present company:

Producton Summary

Year	Tons Milled	Value per ton $	Rec. per ton $	Total Recov. $
1924 ...	29,788	13.53	12.73	379,075
1925 ...	60,344	10.62	9.66	582,925
1926 ...	64,522	9.74	8.77	565,995
1927 ...	95,799	8.21	7.36	704,900
1928 ...	86,727	8.12	7.46	646,896
1929 ...	100,540	8.63	7.93	797,114
1930 ...	113,329	8.71	7.91	896,397
1931 ...	107,290	7.53	6.65	712,856
Total ..	658,334		8.30	5,286,158

In addition to the above there was a production between 1911 and 1918, by the predecessor companies totalling $808,424. The Porcupine Crown Mines now forming part of the company's property, had a production between 1915 and 1921 valued at $2,871,816.

Quarterly Report

	3 mo. end. Sept. 30 1931	3 mo. end. June 30 1931
Tons milled	23,715	25,802
Total recov.	115,656	142,000
Recov. per ton	4.87	5.50
Tons daily	285	284

The total costs per ton reflected the exploration programme the company had under way. The following is an analysis of production costs showing net profit per ton:

Production Costs Per Ton of Ore

	1931	1930	1929
Devel. & explor.	$1.86	$0.79	$1.07
Mining	1.76	2.00	1.96
Milling	1.22	1.19	1.20
Mark. & taxes	.37	0.14	0.13
Gen. exp. & admin.	.64	0.68	0.79
Total oper. costs	5.85	4.80	5.25
Deprec. & w.o.	0.62	0.74	0.77
Total costs	6.47	5.54	6.02
Recov. per ton	6.65	7.91	7.93
Profit per ton	$0.18	$2.37	$1.91

The balance sheet shows current assets totalling $647,962, in addition to which there are shares in mining companies having a market value of $256,000, also shares in the parent company, the Huronian Mining & Finance Co., listed at $279,379 but having a market value of $90,000.

The following is a comparative statement of current assets and current liabilities, together with the working capital:

Working Capital

Current assets.	647,962	803,273	685,967
Current liabs.	48,931	57,295	44,745
Work. capital	599,031	745,978	641,222

Reduced Mill Heads At Teck-Hughes Mine Are Not Alarming

Apprehension regarding declining mill heads at the Teck-Hughes Mines does not seem well founded to close followers of the company's operations.

While it is true that mill heads are down from the average maintained in the first two quarters of the current year, it is due to the changed policy of the company to take the ore as it comes rather than do selective mining in an effort to keep the heads up.

The policy announced by officials last year was to supply the increased milling facilities with $18 ore. New development work undertaken since that time has made a change in policy advisable and the present lower recoveries are reflecting this programme.

When work now under way is completed, there is but little doubt among Teck-Hughes followers that the grade of ore treated will be materially increased above the present mill heads.

In November of last year, The Financial Post stated that it was highly improbable that while treating 1,250 tons daily and doing development work, an average grade of $18 per ton could be maintained. Recent production shows that that view was justified.

In the last quarter of 1930 production averaged $14.30 per ton and, in the first quarter of the current year, increased to $17.25 a ton, with a daily average of 976 tons. This increase strengthened the hopes of the shareholders that the $18 grade of ore would be maintained when a higher production programme was inaugurated. The second quarterly report for the three months ended June 30, showed an average recovery of $14.51 per ton with production averaging 1,256 tons daily. That mill heads since then have been gradually declining is confirmed by the quarterly earnings statement of the company. While the report for the third quarter or the three months ended September 30, is not yet available, it is probable that the average for the three months will show a recovery around $13 per ton with lower recoveries to come.

Although a new mill addition has demonstrated that it is capable of treating in excess of its rated capacity of 1,250 tons daily, the lower mill head indicates that the total recovery of the third quarter of the current year will be even lower than the average for the first two quarters—probably around $1,500,000.

These reduced mill heads are in accordance with the announcement of officials of the company some months ago of their intention "to take the ore as it comes," particularly since an extensive development programme was under way.

Recent developments have shown some exceedingly rich ore in Teck-Hughes. Though it is not improbable that mill heads may go still lower in some months, higher grade ore will be the order of future production.

In view of the limited length of Teck-Hughes property along the main break of the camp, it is evident that exhaustion is taking place at a more rapid rate than in some of the neighboring mines. As greater depth is attained, the cost will be increased and back filling will become necessary.

The announced policy of officials of taking the ore as it comes and treating a lower grade has the effect of greatly increasing the available ore supply.

Dividends Safely Earned

Teck-Hughes shares are on a 60c. annual dividend basis, and this rate is being earned by a safe margin. Recently dividends were sweetened by the declaration of a five-cent bonus, made possible, in part, by the premium the company is receiving on its production owing to the exchange on United States funds.

This bonus and dividend give a yield on the stock in excess of ten per cent on the basis of current market prices.

The new mill addition increasing the capacity from 950 to 1,250 tons of ore daily went into operation about April 1, last, and in the three months ended June 30, treated an average of 1,266 tons of ore daily, producing gold bullion to the extent of $1,671,891, or an average recovery of $14.51 per ton. The earnings figures for the three months ended August 31, last, the end of the company's fiscal year, showed a gross recovery of $1,598,545, or a decline of approximately $75,000 from the three months ended June 30. This decline came as somewhat of a surprise as it was expected that a slight increase would be reported. This decline bears no special significance to the future operations of the property, since it reflects all ore from development work going to the mill and shows the danger of too closely interpreting even quarterly statements.

With increased earnings in sight, it has been a surprise to close followers of the company's activities that the stock was not selling at higher levels. In seeking an explanation for the current market price of the stock one is told that the present valuations are due to the fear that the large holdings of the Denison estate might be dumped on the market at any time. The fact that the executors of the Denison estate choose to retain these holdings in the hope of better markets indicates the opinion they have of its worth.

Denison Shares Held

There is no inclination on the part of the executors of the Denison estate to liquidate Teck-Hughes holdings at current prices. Obviously these shares will have to be sold some day to settle up the estate, but The Financial Post understands that when this time comes it will be done in a manner that will not be disturbing to the market or cause a depression in the value of the stock that would be disconcerting to shareholders.

STOBIE FORLONG CALLS MEETING FOR OCTOBER 22

Assets Are Insufficient to Pay Claims and Debentures

A special meeting of debenture holders of Stobie, Forlong Assets Ltd., to be held October 22, will decide the future management and policy of the company.

E. R. Read, president of the company, in a recent letter to debenture holders outlining the current position of the company's affairs, held out little hope of the assets being anywhere near sufficient to pay the unsettled claims and debentures outstanding.

Mr. Read said the board is of the view that the company will be unable to make the expected annual contributions and redemption of debentures and understands that if default in payment of same shall occur at their maturity, the company may have the risk of being placed in bankruptcy, upon application of creditors.

Upon the assignment of Stobie, Forlong & Co., on January 30, 1931, the affairs of the company were placed in the hands of N. L. Martin, Toronto, as custodian. At a meeting of creditors on March 4, 1930, approval was given to a plan which eventually led to the formation of Stobie, Forlong Assets Ltd., in order to effect a scheme of reorganization and permit a realization of the defunct company's assets.

Since the formation of Stobie, Forlong Assets Ltd., economic conditions have gradually become worse, and the hoped for realization on the assets of that time has not worked out.

A statement of the receipts and disbursements of Stobie, Forlong Assets from August 1, 1930, to date, is as follows:

Total receipts of $509,651—$250,000 received from N. L. Martin, trustee of estate of Stobie, Forlong & Co.; $251,485 realized from the sale of securities, stock exchange seats, collection of receivables, sale of furniture and fixtures, and dividends received on claims against subsidiary companies, and the balance made up of miscellaneous items.

Disbursements include $248,251 advances to mining and other companies in protection of assets and investment as limited partner in the stock brokerage business of Doherty, Roadhouse & Co. Preferred claims paid amounted to $69,602, organization expenses $21,662, and operating expenses $39,932, or total expenditures of $379,447, leaving a cash balance of $130,204.

KIRKLAND LAKE BUYS EQUIPMENT FOR MORE OUTPUT

September Was the Best Month in the Company's History

Kirkland Lake Gold Mining has just purchased a new Oliver filter which is the first step toward increased production facilities.

With new developments at depth progressing at a favorable rate, it is evident that the time is fast approaching when the company must give serious consideration to treating increased tonnages of ore. Current capacity is around 150 tons daily and the addition of a new filter now on order will not only provide facilities for greater tonnage, but will recover more thoroughly the cyanide solution from the tailings, thus resulting in a higher gold extraction.

The present ball mill in service has a capacity of at least double the ore being treated at present, but increased capacity will necessitate a larger motor to operate. Increased tonnage will also mean additional cyanide tanks. Officials of the company are keenly interested in the new metallurgical treatment inaugurated by Lake Shore and state they, too, have been carrying out some experiments. In view of Lake Shore's development, it is probable that Kirkland Lake Gold will give careful consideration to the new metallurgical process before increasing its milling facilities.

September showed the highest bullion recovery in the history of the company—about $68,000 being reported, $35,000 of which is profit.

On the 4,750-ft. level, the lowest level being developed, some exceedingly high ore has been developed west of the dyke and officials state that when treating high grade ore, difficulty is experienced in keeping the mill heads down to desirable levels for treatment.

Brokers' Booklet on Gold Makes Timely Appearance

"Canada and the World Gold Situation" is the title of an attractive booklet prepared and now being distributed by K. A. MacPhadyen & Co., members of the Standard Stock & Mining Exhange, Toronto.

Part one of the booklet deals with the story of gold, reviewing in an interesting manner gold's history through the ages.

Part two is a summary and analysis of the principal operations of the gold producers in the Dominion, with pertinent statistics and a review of the individual mine's activities.

CANADA PROHIBITS EXPORT OF GOLD TILL MARCH 1932

Government Takes Stern Measures to Prevent Drain of Precious Metal

Export of gold from Canada except under license is now prohibited until March 1, 1932, according to an official order-in-council passed at Ottawa this week. This will prevent export of gold from the country except by the government itself and by the banks (if, as and when they are allowed to do so by the government) and will both act as a brake upon possible dissipation of the government's currency gold reserves and prevent the taking of gold across the border or to other countries, by individuals who by so doing could profit by the existing discount on Canadian dollars in New York.

When the embargo is lifted on March 1, Parliament will be sitting, and further action will doubtless be discussed at that time. Although no definite statement is available, it is thought likely that the government will use what gold reserves it has available (over and above what is actually required to maintain currency reserves) to meet obligations of provincial and municipal government debts falling due in New York and payable in that currency and to otherwise support in every way possible the exchange rate between the two countries.

The text of the order-in-council is as follows:

1. "No gold coin, gold bullion or fine gold bars shall hereafter be exported from the Dominion of Canada, except under the authority of a license issued by the Minister of Finance of Canada, or by someone designed by him to act on his behalf.
2. "No such license shall be granted to other than a Canadian chartered bank.
3. "Everyone who, without a license issued by or on behalf of the Minister of Finance, as aforesaid, exports or attempts to export or carries or attempts to carry out of Canada any gold coin, gold bullion or fine gold bars, shall be liable upon summary conviction to a penalty not exceeding $1,000 or to imprisonment for a term not exceeding three years or to both fine and imprisonment.
4. "These orders shall come into force and effect on the 19th day of October, 1931, and shall continue in full force and effect until the first day of March, 1932, unless amended or rescinded by competent authority."

McINTYRE REPORTS QUARTER'S INCOME REACHES $543,598

Production Up But New Mill Absorption Detracts From Showing

The quarterly statement of the McIntyre Porcupine Mines for the three months ended Sept. 30, 1931, showed a gross income of $1,277,222, a new record high, and a net profit before depreciation of $543,598, also a new high record for the company.

This is the first statement of earnings reflecting the operation of the new mill over the entire quarterly period and while substantially higher than any previous quarter is somewhat lower than had been expected from the increased production facilities.

Late in May the company completed the new 2,000-ton daily capacity mill, replacing the 1,500-ton mill formerly operated. The new mill, however, has not been stepped up to its full production of 2,000 tons and is currently treating around 1,800 tons daily. This, together with the fact that the gold absorption in a new mill is necessarily heavy, accounts for the production reported being lower than had been expected.

Taxes show a substantial increase reflecting the new and higher levies made this year by the Dominion government.

Following is a comparative statement of earnings for the first two quarters of the company's fiscal year:

	3 mos. end. Sept. 30 1931	3 mos. end. June 30 1931
	$	$
Gross income	1,277,222	1,124,671
Costs, incl. devel.	691,530	623,401
	585,692	501,270
Less:		
Prov. for taxes	42,094	89,799
Net earn. before depr.	543,598	461,471

PENINSULAR PETE. TO OBTAIN FUNDS FROM N.Y. GROUP

Gas Properties Leased in Hamilton Area; Drilling to Start

Peninsular Petroleums, formed in 1929 to develop oil leases in the Wainwright area of Alberta, is now confining its activity to the development of gas properties near Hamilton, Ont., and has just concluded financial arrangements in New York that will permit of drilling being started.

The company has obtained a number of potential gas leases from E. P. Rowe, of Toronto, and will start drilling shallow wells where it is expected that the producing horizon will be encountered at around a depth of 500 ft. Wells in adjacent sections show a flow of from 50,000 to 200,000 cu. ft. of gas daily from this horizon and the wells are estimated to cost approximately $1,100 each.

Peninsular Petroleums has issued approximately 1,350,000 shares out of its 2,000,000 share capitalization and the new interests have taken an option on the 600,000 shares which will net the company, if and when completed, between $40,000 and $45,000.

If and when production is reached it is planned to list the stock on the New York Produce Exchange.

Lumber Business Improves

The lumber business is showing improvement in British Columbia. During July and August, compared with the same months last year, British Columbia lumber exports to Australia rose from 26 per cent of the total from North America to more than 75 per cent.

Claims Staked In Kenora Area By Mines Dept.

An Ontario geological party under the direction of Dr. E. M. Burwash, has staked a group of claims at Cameron and Otter lakes, a few miles south of the old Wendigo property in the Kenora mining division of Ontario. The staking of these claims by a geological party, while not unprecedented, attracts attention to section 45, in the Ontario Mining Act, which makes provision for such action.

The importance of the claims staked is as yet undetermined, little or no work being done. Dr. Burwash is understood to have returned to the district in order to make a more thorough examination.

FLOTATION SEEN AS REAL BENEFIT KIRKLAND LAKE

May Follow Lake Shore by Treating All Tailings

With Lake Shore mines switching over its plant to a new metallurgical process involving flotation, as exclusively reported in The Financial Post last week, new and additional developments are likewise promised at other producing properties in the camp.

The lead taken by Lake Shore in installing a flotation process opens up new possibilities for additional recovery not only from future mining operations but also from the treatment of tailings impounded in Kirkland Lake and on the adjoining ground.

The high tailing loss by all the producers in the camp has been a matter of concern since production started. The principal loss encountered was in the gold locked up in the tellurides, from which the present cyanide system of treatment has not been able to make a satisfactory recovery. Now that greater attention is being paid to increased efficiency and improved metallurgical process, the problem of reducing this loss is receiving serious consideration from some of the producers, but, as announced last week, the initial steps for equipping an entire mill are being taken by Lake Shore.

Losses Are High

The losses in the entire camp are known to be high as compared with those in Porcupine although only one or two producers publish their tailings losses. From this information it is deduced that the average loss in the camp is probably in excess of 10 per cent.

Assuming that it is possible to increase the recovery of gold to 96 per cent or slightly better, such as is experienced elsewhere, the value of the process becomes very significant.

At the present time production by the Kirkland Lake camp is around $2,000,000 monthly, while the total production to the end of 1930 is reported as $78,438,035. If 10 per cent of past production has been lost in the tailings, close to $8,000,000 is represented.

Some of these tailings have been re-treated. Others have been used for fill that makes their recovery almost impossible. The potential wealth represented in re-treating these tailings is already receiving consideration and the success of the new metallurgical treatment will be the guide for the future.

At the present time, Lake Shore is constructing a fence to impound its tailings. Together with the fact that recently tailings, believed to run very high, were isolated from the rest on the south side of the road, this lends strength to the belief that Lake Shore is seriously considering the treatment of its tailings.

While no definite steps have been taken to recover the gold in these tailings, a company was recently formed to consolidate some of the water lot holdings with the idea that the tailings deposited on them might ultimately prove of value.

SISCOE GOLD MINES OPERATING GAIN $300,205 IN 9 MO.

Average Recovery $14 Per Ton—Plan Sinking Deeper

Siscoe Gold Mines, Limited, produced during the three months period ending September 30, gold to the value of $220,868.30. The total cost (not including depreciation and taxes) was $96,234.67, showing an operating profit of $124,633.63 for the period. The total tons milled were 15,611 and the cost per ton milled $6.16. The average value per ton of ore milled was $14.40 and the tailing loss 26 cents.

The cash position continues to improve. Cash on hand amounting to $294,472.56 against liabilities of $1,772.25.

For the nine months period ending September 30, the total production is $555,704.57. The total cost exclusive of depreciation and taxes is $255,499.90, and the operating profit $300,204.67. The value recovered per ton milled is $14, giving mill heads of $14,25. The foregoing figures are subject to minor adjustment.

Since the interim report of June 30, the major developments at the mine have been the opening up of the 150-ft. level and the crosscutting at the 600-ft. level to the western ore zone. The 150-ft. level has opened up 500 ft. of ore, which will probably stope seven feet wide. Drift assays indicate that this ore will be above the mine average of the western ore zone to date, that is above $14 per ton. Development at the 600-ft. level is not yet very far advanced.

METAL PRICES

New York—October 20:
Copper—Electrolytic spot, 7c lb.
London—October 20:
(Long ton)
Copper: Electrolytic spot, £40 10s.; future, £41 10s. Standard spot, £35; future, £35 17s. 6d.
Tin: Spot, £127 5s.; future, £129 12s. 6d.
Lead: Spot, £13 5s.; future, £13 5s.
Zinc: Spot, £13 2s. 6d.; future £13 12s. 6d.
Silver: 17⅛d. per ounce.

GOVT. GEOLOGIST REPORTS ON FIND IN SWAYZE AREA

Gold Find by Kenty Bros. Results in Visit to Property

The gold find in Swayze township, Ontario, which has precipitated a veritable rush to the area, has been reported on by H. C. Rickaby, geologist of the Ontario Department of Mines. The findings of Mr. Rickaby have been set out in a report, excerpts from which are as follows:

"The recent discovery of gold by J. G. and J. L. Kenty occurs in the northeast part of the township of Swayze, approximately 45 miles west of Gogana on the Canadian National Railway, or 18 mile northwest of Ridout on the main line of the Canadian Pacific Railway.

"The Kenty group comprises fifteen claims, in an east-west direction, and tying on to the east boundary of Swayze township. Five showings had been uncovered, disclosing quartz veins occurring along fractures in greenstone. The veins, which have been stripped for lengths up to 135 feet, show strong fractures with widths from three to ten feet striking from N. 50 deg. E., to N. 70 deg. E., and dipping 60 deg. to 70 deg. S. E. The quartz occurs as small stringers and veins up to two ft. in width parallel to the fracturing.

"No. 1 showing occurs at the east end of a small lake near the west boundary of Claim No. 20709. The vein had been stripped for a distance of 120 ft., showing widths up to five ft. It strikes N. 55 deg. E. and dips 65 deg. S. E. It appears to have been faulted in two places, the fault planes being approximately at right angles to the vein. Coarse native gold was visible in one place. Grab samples from this vein assayed gold as follows:

Quartz	$0.40
Pyrite schist	$7.80

"No. 2 showing occurs in the southern part of claim No. 20710. It has a northeast strike and dips to the southeast, but insufficient work had been done to determine its attitude accurately. The fracturing extends over a width of 8 feet in one place. Grab samples assayed gold as follows:

Quartz	$2.80
Pyrite schist	$5.00

"No. 3 showing occurs near the west boundary of claim No. 20713. The vein has been stripped for a distance of 135 ft. and some shallow trenches have been blasted out. It shows a width from 5 ft. to 8 ft. at the east end, where it passes into low ground. The strike is N. 70 deg. E., and the dip 65 deg. S. Gold assays of samples were as follows:

1. Chip sample across 8 ft., $0.60; 2. Chip sample across 5 ft., $1.00; 3. Grab sample of quartz, Nil; 4, Grab sample of pyrite schist, $5.40; 5. Grab sample of pyrite schist, $9.00.

"No. 4 showing occurs on the south boundary of claim No. 20713 about 450 feet east of No. 3 post. The vein had been stripped for a distance of 100 feet, showing a width of 10 feet in places. It strikes N. 50 deg. E. and dips 60 deg. to the southeast.

"A grab sample of pyrite with some quartz assayed $2.40.

"No. 5 showing occurs on claim No. 20716, shows a quartz vein from 2 to 2½ ft. wide striking N. 55 deg. E. and dipping 70 deg. S. E. It had been stripped for a distance of 75 ft.

"It is not possible to form an estimate of the importance of this discovery at this early stage of its development. There is, as yet, no indication of the length of persistence of the veins. A favorable feature, however, is the strength of the fractures and the heavy pyritization. The samples assayed above point to a close connection between the pyrite and the gold values. As a prospect, this property would appear to have more than ordinary merit."

The Cyril Knight Prospecting Co. has optioned the Miner Kenty group of claims in Swayze township, and has sent in four men with supplies by aeroplane to prospect the property.

The Miner Kenty group consists of 13 claims situated immediately east and north of the original find in the area by J. G. and J. L. Kenty. All the veins on the original find are striking east-northeast toward the Miner Kenty claims. The extension of these veins have not yet been traced but float showing gold has been found.

Miner Kenty has been working in the area for the past several weeks and upon the strike being made was the first prospector to stake claims adjoining the original find.

MINERAL OUTPUT OF QUEBEC GAINS

Gold Production Gains in September as Does Copper

The September statement of mineral production by the Province of Quebec shows a substantial increase over the previous month in the shipments of asbestos, copper, gold and silver.

The copper produced, notwithstanding the low price of the metal, is the highest recorded for the year. The gold production is represented by the output from the Siscoe, Noranda, Eustis and Granada mines.

The comparative monthly statement of production since it was inaugurated last July, is as follows:

	July	Aug.	Sept.
Copper†	5,116,266	5,620,811	6,293,535
Gold, oz.	23,474	26,335	26,392
Silver, oz.	36,902	46,408	47,509
Asbestos*	13,597	13,079	15,786

†Pounds. *Tons.

KEELEY STATEMENT SHOWS BIG DROP

Silver Output Lowest in Many Months; Cobalt Down

The quarterly report of Keeley Silver Mines for the three months ended September 30, shows a big drop in silver production, while the production of cobalt is substantially less than shown in the previous quarter, but still in excess of the first quarter of the current year.

The following tabulation shows the silver and cobalt production for the four quarterly periods of last year and the three quarterly periods of the current year.

Quarter ended:	Silver (ounces)	Cobalt (pounds)
Sept. 30, 1931	5,034	55,979
June 30, 1931	65,232	75,986
Mar. 31, 1931	187,700	50,100
Dec. 31, 1930	303,000	15,000
Sept. 30, 1930	334,000	10,227
June 30, 1930	272,963	25,563

CANADIAN ENTERPRISES LIMITED
Developing Gold Properties
Keefer Bldg. — Montreal

LITTLE LONG LAC GOLD FIND LARGE GRADE LOOKS LOW

Preliminary Report by Govt. Geologist is Hopeful of Area

The Little Long Lac area, the site of a gold find in the past few weeks by the Hardrock Mining Synd., has been visited by Dr. M. E. Hurst, geologist in the employ of the Ontario Department of Mines. Dr. Hurst has made a preliminary report on the find, excerpts from which are as follows:

"The discovery of native gold in the vicinity of Little Long Lac, Ontario has, within the last few weeks, attracted considerable attention. The original find was made by Bill Smith and Stan. Watson, in the employ of the Hardrock Synd., during August of this year. Since then visible gold has been observed in a number of places and some 150 claims have been staked in the area. Owing to the lateness of the season, prospectors have had little opportunity to thoroughly prospect their ground.

"Exploratory work to date has been largely concentrated on the Smith-Watson group of claims, which are located near the entrance to the west arm of Little Long Lac and about 4 milees from Smith's Landing on the C. N. R. On this property gold values have been found in two zones that run east and west and lie about 8 chains apart. At the lake shore, where the original gold discovery was made, the schist contains stringers of quartz and considerable disseminated arsenopyrite. A sample of the mineralized schist from this point gave low gold values. Several hundred feet inland the zone contains streaks and bulges of quartz up to 5 feet in width. These bodies are erratic both in shape and continuity. Visible gold was observed in seams in several of the quartz bodies, but the values are not uniformly distributed throughout the quartz.

"The North zone lies within a belt of arkose that has been traced for more than a mile to the west. Trenching has been done at intervals for 800 ft. along the strike of the arkose and in one trench this formation is exposed for a width of 200 ft. The arkose contains numerous stringers of quartz that range from a fraction of an inch to 5 inches in width. In many of these visible gold was observed, and particularly in those veinlets containing later fractures filled with black tourmaline. In some portions of the arkose belt the quartz stringers are closely spaced. Widths of 5 to 35 ft. of silicified and mineralized material were observed in the trenches. A grab sample of the mineralized arkose containing no vein quartz yielded low gold values. Only by extensive samplings will it be possible to determine whether or not ore shoots of mineable widths exist in this zone. As the gold-bearing quartz stringers are too small to be mined separately, it is hoped that adjoining sections of the mineralized arkose will prove sufficiently rich to form a large tonnage of low-grade ore.

"On the Cockshutt-McLeod group, which adjoins the Smith-Watson property on the west, gold values have been found in a quartz vein. This vein occurs in greywacke, strikes east and west, and is uncovered at intervals for a distance of about 100 ft. In one pit it has a width of about 16 inches. A grab sample of the mineralized wall rock adjoining the vein gave $13.60 in gold."

We Recommend the Purchase of
Lake Shore Hollinger
McIntyre Teck Hughes
Dome Sylvanite
Wright-Hargreaves
Write for latest information.
G. W. Nicholson & Co.
Members
Standard Stock & Mining Exchange
302 Bay Street Toronto
Elgin 5317

LOWER RECOVERY FROM DOME MINE IN LAST QUARTER

Taxes Show Advance; Flotation Results Are Being Watched

The quarterly statement of Dome Mines for the three months ended September 30, shows a net profit of $424,098, before depreciation or depletion, as compared with $434,343 for the previous quarter ended June 30.

The tonnage of ore treated during the quarter was maintained on a basis comparable with that in the last quarter but there was a drop in the recovery to $6.50 a ton as compared with $6.90 a ton in the previous quarter.

The drop in the value of the recovery per ton further gives point to rumors that have been prevalent for the past few months, that the new Dome mill has higher tailings than the old mill destroyed by fire, which used a combination of the amalgamation of the cyanide process.

No admission has been made by Dome officials that the recovery by the new mill is giving them any concern, but it is known that an interest has been displayed in the flotation process being used by McIntyre Porcupine Mines and recently adopted in a modified form by Lake Shore Mines.

One point of the quarterly earnings statement is a substantial increase in taxes the last quarter as compared with the previous quarter, which in itself was an increase over the first quarter. These increased taxes are in part a reflection of the Federal Government's move toward higher taxes.

The following is a comparative tabulation of income and production for the three quarters of the current year:

Income

	3 mos. Sept. 30 1931	3 mos. June 30 1931	3 mos. Mar. 31 1931
	$	$	$
Recovery	889,145	923,341	[illegible]
Costs	481,740	492,752	[illegible]
Taxes	45,950	34,895	[illegible]
Net	361,455	395,694	[illegible]
Other inc.	62,642	38,649	[illegible]
Profit	424,098	434,343	[illegible]

Production

Tons milled	136,850	137,100	[illegible]
Total recov.	$889,145	946,627	[illegible]
Rec. per ton	$ 6.50	6.90	[illegible]
Tons daily	1,486	1,506	[illegible]

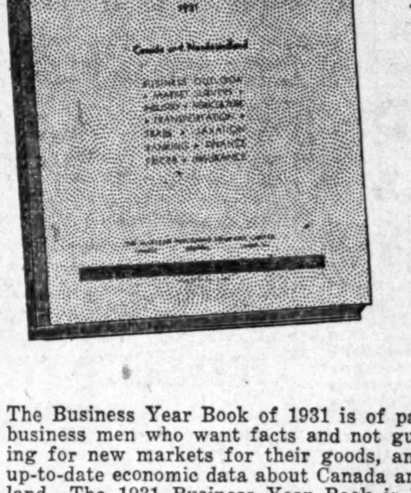
NORTHERN CANADA MINING CORPORATION, LIMITED
Investments in Canadian mines.
Correspondence invited.
J. B. TYRRELL,
President and Managing Director.
Room 930, 25 King Street West, Toronto

GOLD AT A PREMIUM
MOSS GOLD MINES
It is anticipated that this Company will come into production by the end of this year. Send for latest progress report.
F.W. MACDONALD & CO.
Members
Standard Stock and Mining Exchange
Montreal Curb Market
159 Craig St. W., MONTREAL, Ma. 7785-4121
350 Bay St. TORONTO Elgin 6255

WE SPECIALIZE IN BRITISH COLUMBIA MINING STOCKS
Buying and Selling orders promptly executed on the exchange
THOS. STEELE & SON LIMITED
Stock and Bond Brokers
Main Floor, Rogers Bldg., Vancouver
Members Vancouver Stock Exchange

Everything is in This Book

One man asked another for information regarding the taking over of a certain bank. Taking up The Financial Post Year Book he said: "Everything is in this book, that ought to be in it," and it was.



Foreign Trade
Corporation Taxes
Provincial Finance
Succession Duties
Industrial Census
Foreign Capital
Insurance
Banking
Markets
Buying Power
Newfoundland
Mining
Fisheries

The Business Year Book of 1931 is of particular interest to business men who want facts and not guesses when searching for new markets for their goods, and for accurate and up-to-date economic data about Canada and about Newfoundland. The 1931 Business Year Book is larger than any of its six predecessors due to the enlargement and revision of every chapter and the new features it contains. Over 220 pages. A few copies left. $2.00.

ORDER COUPON

THE FINANCIAL POST,
153 University Ave.,
Toronto.

Attached is $2.00. Send me a copy of The Financial Post Business Year Book, 1931.

Name ....

Address 826